

JUL 21 1924
For What Purpose Does Packer Buy Hogs?

Discussed on
pages 21 and 22

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THE

No. 3

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JULY 19, 1924

Published every Saturday by The National Provisioner, Inc., Old Colony Bldg., Chicago, Ill.
Entered as second-class matter, Oct. 8, 1919, at the postoffice at Chicago, Ill., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.

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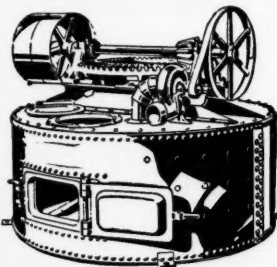
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1853—WE KEEP FAITH WITH THOSE WE SERVE—1924

THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 3, 1879.

Vol. 71.

Chicago and New York, July 19, 1924.

No. 3

Right Buying Helps to "Sell Right"

**Buy at a Cut-Out Profit and
Sell on a Basis of Cost Plus
—Must Hogs Be Absorbed?**

In poring over his problems, the packer's mind turns from buying to selling, and then back to buying again.

With hog prices strong and rising, even in the face of record mid-summer marketing, the packer wonders which is right:

To compete for all the hogs that come to market, whether he needs them or not; or

To buy only the hogs he needs to take care of his trade?

Which shall he do? Which is "Buy Right?"

What is the Right Way?

Many voices in this discussion have insisted that buying based on the buyer's needs is the only right kind of buying.

But there is always the strong undercurrent of opinion, seldom appearing in print, that "we must absorb the hogs that come to market."

Between these two comes "Market Observer," in the July 5 issue of THE NATIONAL PROVISIONER, with his summing up thus:

Hog prices are set by killer competition for hogs; and

Prices obtainable for products determine what will be paid for hogs.

There is no doubt that killer competition makes the hog

prices, but product prices don't always determine the hog price. In fact, many packers will insist that these two statements don't "hitch" in the light of events.

Packers have made each other pay more for hogs, but they haven't got the prices out of the product of those hogs that would mean cost and a living profit.

In this issue a packer takes exception to "Market Observer's" assertion that "record hog runs had to be absorbed." Doing this very thing is what has caused the packers' chief troubles.

Why should a packer buy hogs he doesn't need? he asks. What other industry follows this policy?

Three Points to Remember.

The advice is confirmed in this issue by "Packer Executive" in a clear summary of the "Buy Right," "Make Right," "Sell Right" gospel which successful packers practice. It amounts to this:

Buy with a cut-out profit based on market values of fresh pork and carload prices for lard and cured products.

Make right, and to please the customer.

Sell as you figure your hog cut-out, with expenses added. In other words, know your costs and sell accordingly. Here is where THE NATIONAL PROVISIONER'S Short Form Hog Test is proving such a practical guide.

Begin by Buying Right Packer Figures Out Some Practical Points

Going back to the fundamentals, a packer executive who has contributed more than one practical suggestion to this discussion again comes forward with a little analysis of the whole situation.

"Buy Right" has always been his starting-point. The selling argument interests him, but he believes there is more behind that.

Loose and indefinite price-making is a fatal handicap. A profit must be figured in on the selling price, or success will never come.

He soliloquizes on the subject as follows, and his summing up is clear:

Editor THE NATIONAL PROVISIONER:

There is a lot to be said about figuring

costs and selling prices—not on one product alone, but on all of them.

John Hall struck the key-note of the ex-

Business or Gamble?

Does a short corn crop necessarily mean that packers will cut out their hogs at a profit during the coming season?

Does a reduction in hog supplies mean that packers will be able to buy hogs and sell the product at a cut-out profit?

Are you buying your hogs right now with this in mind?

Do you expect to get prices for your product accordingly?

Think it over!

port lard business in his letter published in your issue of May 10th; namely, that \$2.25 must be added to the loose price to cover the cost of packages, refining, overhead and freight to the seaboard.

This being the case, where is the packer getting off that figures \$1.03, and then on up to \$2.00? Has he any patent that no other packer knows of?

Or is he fooling himself just with the idea of getting rid of a little lard and keeping it away from the Chicago Board of Trade, where he would get the most money for it?

Or is he just selling it with the idea that the market is going to be lower?

I agree that there is a small margin of profit in this \$2.25, provided you have a fair volume. But should the packer not be entitled to a margin on all of the manufacturing departments through his plant, due to the fact that his basis of price is on large quantities?

Generally speaking, lard is only one of

the commodities that is handled through packinghouses which does not include a manufacturing profit on the quantity basis.

Other Products Besides Lard.

For illustration, take your green hams at 15c a pound. Can you put these through your curing process for less than \$1.50?

Then again, through your smokehouse you will add approximately \$1.50 more, besides your shrinkage. Do you intend selling these to the trade enough above this actual cost to show a margin of profit in your smokehouse?

When you are selling to the retail trade, are you figuring all of your selling expenses, and a margin of profit over and above this? If not, you certainly cannot be successful in making money out of your business—unless, as I believe a good many packers figure—the turn of the market is their only hope of making a profit.

Don't Depend On Market Turns.

Years ago this method was the one generally employed, but we are getting farther and farther away from that. We believe that to succeed and stay in business it is necessary, in making your selling basis, to figure a profit—not only in your cut-out of the hogs you are purchasing, but also in all of your manufacturing departments.

In writing on this subject at this time, I have read with considerable interest a good many selling arguments published in THE NATIONAL PROVISIONER, some of which are very instructive. But it has just occurred to the writer that the very loose and indefinite prices that are being made by some will have to be changed in order to be successful.

The pork end of the packing business can be made to pay ten months in the year, and your profit should be sufficient in these ten months to take care of any loss during the other two months, when it is usual to have a readjustment of values, and give you satisfactory results in your 12 months' business.

Begin By Buying Right.

Therefore, let us start right.

First, by buying our hogs with a cut-out profit, based on market values of fresh pork, carload prices for lard and cellar products.

Second, handle the product carefully, turning out the very best product possible, and trying at all times to satisfy your customers.

Third, base your selling prices on the hogs as you figure your product.

Base your prices on the same price that you use as a basis in figuring your hogs to get your cut-out, adding what you know to be the general expenses of all packers. Perhaps you can do it for a little less. If you can, this will give you a little more profit.

Include in your expenses all of your overhead, covering investment, etc.

To some this may look like a big contract, but really it is simple. The general policy that should be instilled into every man and woman in your employ, particularly your sales managers and salesmen, must be to make a profit.

Yours truly,
PACKER EXECUTIVE.

Must We Take the Hogs?

Packer Says Idea is Wrong—Buy for Needs Only

Packers who buy all the hogs that come in, instead of buying what they need, are responsible for an unhealthy situation, says a veteran packer. He takes no stock in the idea that the hog runs have to be absorbed.

Packers may be buying hogs lower than in January, but are they cheaper?

The way to educate the producer is not to mop up all he sends to market, but only what can be consumed, says this packer.

This is his letter:

EDITOR THE NATIONAL PROVISIONER:

I have read with interest the article in your issue of July 5th, and wish to make the following comments, although they are probably not of any particular value.

Under the heading "Packers' Remedy Rests With Producer" you say "record hog runs had to be absorbed." In my opinion this is a fallacy.

Why should the packers, day after day, week in and week out, and month after month, buy a lot of hogs that they do not need—also hogs of undesirable quality and undesirable weights—simply because the farmer or the producer sees fit to ship them?

I contend that this theory is one of the main causes of the unsatisfactory results in the packing business in the past three or four years. It is a theory that was started some 40 years ago, and has not been modified or changed as conditions have changed.

Other Industries Don't Do It.

What other industry is handled in any such manner? Do steel mills buy iron ore when they don't want it? Do the tanners buy hides simply because the packer has them for sale?

The packers for the last 40 years have tried to educate the farmer not to produce too many hogs or too few hogs, and with all their efforts they are in the same position today as they were 40 years ago.

The way to discourage the farmer from raising too many hogs is to penalize him. If this had been done a year ago last winter, instead of the farmer increasing his

production very largely, he would have decreased it.

But instead of doing this the packer went out and cleaned up the hog receipts every day at ridiculous prices.

I presume some of them are congratulating themselves at the present time that they are now buying hogs lower than they did in January. But if they will take into consideration the quality and undesirable weights, they will find their product is not very much cheaper than it was when they were paying more for their hogs.

Must Buy Hogs Right.

I think the article signed "Veteran Packer" puts the blame just about where it belongs. It is common knowledge that a great many packers govern the number of hogs they buy entirely by the receipts, and not by the number of hogs that they require for their business.

In my humble opinion, as long as this practice is kept up, the packing business will not be in the position it should be.

Yours truly,

A PACKER.

Not Like Old Days

Executives of Early Type Needed for Results

Here is an old-fashioned packinghouse employee who blames the present-day bosses. He points to old-timers like the original "big four" founders, and says that sort of direction is needed to overcome present-day evils.

He writes:

EDITOR THE NATIONAL PROVISIONER:

There have been numerous replies to the question: "What is the matter with the packing business?" Some have been better than others. None, however, has gone to the guts of the problem, possibly because nobody wants to tell a truth that really hurts.

The packinghouse business needs just this: Men of brains who will work, think, plan, study—and then work some more, work until it hurts, work hard enough so that they won't have time to travel around the country and make speeches.

Let these executives learn how to run their own packing houses first. To be an executive does not mean just sitting in a private office, having a secretary to write half a dozen letters a day, an assistant outside to help you loaf, and a stenographer for the assistant to help him loaf.

Possibly I am propounding an "old-fashioned" idea, but the "old-fashioned" people in the business, Philip Armour, Gustavus Swift and Nelson Morris were different executives from the present crop. Not only was it not beneath their dignity to work themselves, but they wouldn't tolerate anybody around who didn't work too.

They knew how to pick men. They were not experts on "system," but they did know how to make money. "Up-to-date" executives do not all seem to know that it takes men to make money, not so much "system."

We see in the present developments in the packing business a struggle for survival, and the fittest will survive. The unfits, or rather the misfits, will and should go under.

The executive who works and makes his men work intelligently, who rewards efficiency and will not have inefficiency at any price, has nothing to worry about.

There are packinghouses which could discharge their entire "Mexican army" of vice-presidents, save the expense and run better than ever. The best man should have a chance to get to the top, and the "four-flusher" should be eliminated.

Yours truly,

NOT OLD, BUT OLD-FASHIONED.

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Do you know each day how your hogs "cut out"?

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THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

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Please send me copies of the Short Form Hog Test for daily figuring.

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Bookkeeping for Retail Meat Market

Why It Is Worth While for the Retailer to Make Up a Profit and Loss Statement Regularly

Many retailers have thought that the making of a Profit and Loss Statement was not worth the effort. After they had made it, however, they found it furnished some of the most interesting facts of the business—for it told them where they stood!

After such a statement has been made, and the results found in dollars and cents, added advantage can be secured from putting the items on a percentage basis.

A retailer can carry in his own mind just how he stands better on a percentage basis than he can in dollars and cents.

The results can also be reduced to a per pound basis. The easy retailer, or the one who thought he did not have time to do this, would be rather sur-

prised if he should find that his average selling price was around 25c per pound, and his average cost something like 22 or 23c.

His figures would tell him he had better get busy and find some way to change them in his own favor.

Advantage of P. and L. Statement

Then if he knew how to find out the average returns from each customer, and what it costs him to handle each customer, it might point out to him where his business needed improvement.

All of these things are explained in detail in the following article. The method of calculating percentages are shown so that any person who can do long division can work them out. It does not need an expert bookkeeper to make these important calculations.

The first of this series of articles on retail bookkeeping appeared in THE NATIONAL PROVISIONER of May 17, and explained why a retail meat dealer should keep records.

The second, in the issue of May 24, told how to separate and classify income and expenses.

The third in the issue of June 14, outlined simple methods of bookkeeping.

The fourth, on how to prepare a profit and loss statement for a retail meat market, appeared in the issue of June 21st.

The next article will go into the practical application of the results shown on the Profit and Loss Statement, and how some butchers have remedied margins and expenses that were out of line.

How the Retailer Can Make Full Use of a Profit and Loss Statement

By Roy C. Lindquist.

In the preceding article instructions were given for the making of a Profit and Loss Statement.

In this article the writer will explain how to best interpret such a report, how to compute percentages and other important figures, and what indicators to pay special attention to.

There are many butchers who keep fairly good records of their business but who make little use of their figures. They may not bother with drawing up an accurate report making the necessary adjustments as outlined in the two preceding articles. Or they may not make full use of such a report even though they may prepare it.

Not a Difficult Job.

Preparing such a statement is not difficult and requires but little extra time. Once a dealer has gotten into the habit it becomes a very interesting bit of work and pays good dividends. The various reports drawn up form parts of a fascinating continued story for the wide-awake butcher. He becomes very anxious when the period is up to see how the various figures compare with those of previous periods, where he has improved the business, where he has slipped up on things, etc.

His business becomes an interesting game to him because he is continually trying to better his score—like the golfer or marksman. He then develops into a real merchant. As one butcher remarked to the writer, "You know, I've come to be-

lieve that keeping books and watching your figures is the biggest part of the business. Most of us butchers don't know what we're doing."

He may have stretched the truth a bit when he said that the figures are the biggest part, but there is no doubt about their being very important. A year ago this butcher was like so many others, keeping no records, going along in the

Know What You're Doing

Just how important is a Profit and Loss Statement?

It is just as important and necessary as a pair of scales! A Profit and Loss Statement shows the retailer at a glance where he stands. Without it he is working in the dark.

It takes but little time to prepare, and is well worth all the time it takes.

One butcher, who had changed from a plodder, doing business in the same old rut, to a snappy, successful retailer said:

"You know, I've come to believe that keeping books and watching your figures is the biggest part of the business. Most of us butchers don't know what we're doing!"

same old rut, making no improvement in the condition of his business. Today he is a new man—a wide awake progressive meat dealer.

Reduce It to Percentages.

After the Profit and Loss Statement is finished the butcher should reduce the important figures to percentages based on sales as 100 per cent. Computing such percentages is not difficult. Suppose the period's figures are:

Sales	\$3,890.30	100 %
Cost of merchandise sold	2,910.65	74.8%
Gross margin	979.65	25.2%
Total expenses	768.38	19.7%
Net profit	211.27	5.5%

The percentage is computed by dividing the various figures by the sales and multiplying the result by 100. Only the dollars are used, the cents being dropped. Take the cost of merchandise sold, for instance. First, 2910 is divided by 3890.

$$\begin{array}{r}
 0.748 \\
 3890 \overline{) 2910.000} \\
 \underline{2723 } \\
 18700 \\
 \underline{15560} \\
 31400 \\
 \underline{31120} \\
 280
 \end{array}$$

The fraction 0.748 is then multiplied by 100 (just move the decimal point two places to the right) which gives us 74.8 per cent.

How to Get Gross Margin.

To get the gross margin we merely subtract the cost from the sales, giving us 25.2 per cent.

The total expense (cost of doing busi-

ness) is arrived at in the same way as is cost of merchandise sold.

	0.197
3890	✓ 768.00
	389 0
	37900
	35010
	28900
	27230
	1670

The net profit is the difference between the gross margin, and total expense—5.5 per cent.

In the same manner we can reduce each item of expense to a percentage of sales. Just divide the expense by the sales and multiply the result by 100. If the total wage expense in this case were \$428.00, the percentage would be 11.0. Rent at \$92.30 (for four weeks at \$100.00 per month) would be 2.4 per cent, etc.

What Tonnage Record Shows.

If the butcher keeps a tonnage record, he can get interesting figures on a per-pound basis. The various figures are divided by the pounds sold for the period. This latter figure is arrived at as follows:

Total pounds purchased	14,085
Add inventory in pounds at beginning of period	2,180
	16,875
Deduct inventory in pounds at end of period	1,530
	15,345
Deduct pounds used by proprietor and family (estimated)	75
Net pounds sold during period	15,270

By dividing this 15,270 into the sales, cost of merchandise sold, and total expense, we get the following figures per pound:

Average selling price per pound	25.5 cents
Average cost price per pound	19.1 cents
Average gross margin per pound	6.4 cents
Average total expense per pound	5 cents
Average net profit per pound	1.4 cents

The selling price was arrived at as follows:

	0.255
15270	✓ 3890.000
	3054 0
	83600
	76350
	72500

The result is then multiplied by 100 (move the decimal point two places to the right). The other figures were computed in the same manner. Likewise the important expenses (especially wages and rent) can be reduced to a per-pound basis. On the report a column for these figures can be added next to the percentage column.

Figuring on Per Customer Basis.

A third set of figures or indicators will prove of value and interest to many butchers, i. e., those reduced to a per-customer basis. Most cash registers show the number of sales or customers each day and the total for the period is merely the sum of all the days' totals (the number of times register is used for paid-outs, etc., must be deducted).

The total customers for period is divided into the sales, cost of merchandise sold, etc., to get the desired figures. Suppose the number of sales or customers for the period in the example used above is 4995. We then have the following results:

Average sale per customer	77.8 cents
Average cost of merchandise per customer	58.2 cents
Average gross margin per customer	19.6 cents
Average total expense per customer	4.2 cents
Average net profit per customer	4.2 cents

The average sale was computed as follows:

	0.778
4995	✓ 3890.000
	3496 5
	39350
	34965
	43850
	39960

Multiply result by 100. The other figures were computed by the same method. The important expenses can be reduced to the same basis. Another column on the Profit and Loss Statement can be added for these figures.

The two most important figures for the butcher to watch closely are the gross bargain and total expense (or the cost of doing business). The proprietor must secure an adequate margin if he is to stay in business. Out of this must come all ex-

penses (including his own salary) and the net profit.

But the cost of doing business must be kept low if there is to be any net profit, for competition tends to keep the margin down. The butcher's margin must be reasonable if he is to withstand competition.

Among the expenses the wage bill is the most important, being about two-thirds of the total expense. If expenses are to be kept low, every dollar spent in wages must bring results. The wage item is more or less in the butcher's control. Rent is usually not. The other expenses need watching. One period should be carefully compared with another.

Base Percentages on Sales.

Of the three types of figures illustrated here the percentages naturally are the most important. These should be based on sales as shown, although they can also be computed on cost. The first is the generally accepted method. But the important thing is to use the same method (Continued on page 51.)

Ohio Packers Organize for Cooperation

Meat packers of central Ohio and the Miami valley have been taking such a warm interest in their mutual problems that they have organized a local association. The Central Ohio Meat Packers' Association was formed on July 12 at a meeting at the Chamber of Commerce in Dayton, Ohio. The purpose of the organization, as stated by its members and officers, is to meet monthly for the purpose of getting better acquainted, and for the exchange of practical ideas for the betterment of the industry.

Dayton packers took the lead in this movement, and have been warmly supported by the trade throughout central Ohio. At a meeting held in Dayton a month ago, called by Elmer J. Focke, of the Wm. Focke's Sons Co., there was a large attendance, and great interest was shown in a variety of topics discussed.

"Sell Right" Is Popular Topic.

Another meeting was called for July 12, and the attendance was even larger. Elmer J. Focke presided, and introduced Paul I. Aldrich, Editor of THE NATIONAL PROVISIONER, who spoke on the value of organization and of the need for education in the industry.

The "Sell Right" problem had evidently been interesting most of the packers present, for there was a lively discussion on the subject. Many practical ideas were brought out by B. F. Thomas and Mr. Bradley of the Lima Packing Co., Lima, O.; H. W. Robinson, of the Sidney Packing Co., Sidney, O.; Charles Buchy of Greenville, the Messrs. Focke and E. J. Kugelman of Dayton, and President Fred Schenk of the Columbus Packing Co.

The value of tests and test forms was emphasized and the importance of knowing where you stood each week and month was brought out. Mr. Thomas had a very simple and practical method, and Mr. Robinson showed a form followed by

his company which was very comprehensive.

Practical Points On Cutting.

The Short Form Hog Test published by THE NATIONAL PROVISIONER was explained by Superintendent Howard Wilson of the Columbus Packing Co., who stated that their operations were based on the systematic use of that test form.

Mr. Wilson went on to describe methods in packinghouse practice, and gave a blackboard talk on cutting and trimming hams and bellies which was one of the most valuable parts of the program.

An extended discussion of casings and casings methods followed, and some very practical information was given by T. E. Hanley of THE NATIONAL PROVISIONER staff.

To Carry On the Work.

On motion it was unanimously decided to form the Central Ohio Meat Packers' Association. Elmer J. Focke was elected chairman and E. J. Kugelman, of the Gem City Packing Co., Dayton, was chosen secretary. It was decided to hold meetings each month for the discussion of topics of mutual interest, and an invitation was extended to all packers of central Ohio and Indiana to join in these meetings.

Among those at the meeting were Fred G. Schenk and Howard Wilson, Columbus Packing Co., Columbus; B. F. Thomas and Mr. Bradley, Lima Packing Co., Lima; H. W. Robinson and Ed Collins, Sidney Packing Co., Sidney; Anton Stolle, Anton Stolle & Sons, Richmond, Ind.; Messrs. Reiner and Ankeny, Reiner Packing Co., Middletown, O.; Chas. Buchy and his son, of Chas. Buchy & Son, Greenville, O.; E. J. Kugelman and W. H. Flecker, Gem City Packing Co., Dayton; Louis Sucher, Chas. Sucher Packing Co., Dayton; Geo. J. Focke, Ed. Focke, Walter Focke, Oscar Focke, Elmer J. Focke, Wm. H. Focke, Jr., and I. O. Stutz, Wm. Focke & Sons Co., Dayton.

Studying Meat Packing at School

Prospective employees of the packing industry entering the four-year residence day course in the Institute of Meat Packing, on October 1, 1924, will follow an educational program which has been designed to give them a good general college education and a general knowledge of business. In addition, a study of many important and specific phases of meat packing will be included.

The Institute of Meat Packing is conducted by the University and the Institute of American Meat Packers in co-operation. The four-year day course is being offered in addition to the evening classes in Chicago and the correspondence courses which have been given during the past year, and which will be continued in the future.

Two Subjects Each Quarter.

The program of study which has been established for the Institute of Meat Packing includes, on the average, two required subjects for each quarter of the school year, with the understanding that the student will select at least one more course a quarter. All other departments at the University are open to students at the Institute of Meat Packing in selecting the optional courses for each quarter's work.

The first two years of study will be devoted to general subjects, a knowledge of which is of great importance to the employee of any industry. Elementary economics, economic geography, English composition, introductory and business psychology, a study of the financial organization of society, and a survey of the use of standards, reports, and records in business are among the required courses for first and second years. Optional courses in mathematics, history, language, science, or similar subjects are recommended.

The third year will present a survey of general business. The required courses for this year will cover the structure of the market, market administration, and labor organization and problems, as well as a study of such phases of business law as are essential to every business executive.

Takes Up Packing Subjects.

In the fourth year, the curriculum shifts to meat packing subjects. The courses which are offered in this year have been chosen by representatives of the packing industry and of the University as the most important and significant from the student's viewpoint. They are intended to give the student an appreciation of and insight into the problems and structure and conduct of the packing industry.

The courses offered are: Packing-House Finance, Service of Science in the Packing Industry, Packing-House Accounting, Packing-House Production, Marketing Packing-House Products, and Packing-House Personnel Administration.

Other courses are to be added to the curriculum, from time to time, as the material and the need for them is developed. In explaining the reasons why the curriculum has been divided as indicated above, a bulletin issued by the Institute of Meat Packing states:

"The business executive administers his business under conditions which depend upon his environment, both physical and social. The student should accordingly have an understanding of the physical environment. This justifies attention to the sciences. He should also have an under-



E. A. FILBEY

Dean of the Institute of Meat Packing,
University of Chicago.

standing of the social environment and must accordingly give attention to civics, law economics, social psychology, and other branches of the social sciences. His knowledge of environment should not be too abstract.

"It should be practical, and should be closely related to his knowledge of the problems of management. This may be

Study Meat Packing

Students in packinghouse operations—either in night, correspondence or day courses—have indicated to them as a foundation text-book for their studies "The Packers' Encyclopedia."

•This 545-page volume is the operating handbook of the industry. It takes up packing operations with the live animal, and carries them through to the finished product and by-product.

Its arrangement—though intended for the packinghouse operating man—is ideal for the student.

"The Packers' Encyclopedia" will be found in most public and college libraries. Students desiring to obtain copies for their own use, however, may obtain terms upon application to the Institute of Meat Packing, 116 S. Michigan ave., Chicago, Ill.

accomplished through a range of courses dealing with business administration wherein the student may become acquainted with such matters as the measuring aids of control; the communicating aids of control; organization policies and methods; the manager's relation to production, to labor, to finance, to technology, to risk-bearing, to the market, to social control, etc. Business is, after all, an organized scheme of gratifying human wants, and its executives must be prepared to understand the needs of society as well as the physical conduct of their business."

Will Be Made Practical.

Thus, the courses in the curriculum which do not bear directly on meat packing are as essential to the prospective employee of the industry as the specialized courses of the fourth year.

In addition to the class-room work, provision has been made for inspection trips to the Chicago stockyards and packing plants, by means of which the student will be able to visualize the industry and gain a better understanding and appreciation of the subjects he is studying. Moreover, lecturers from the industry will supplement the regular instruction with talks on special problems and important phases of the packing industry.

Must Have Actual Experience.

In addition, each student will be obliged to meet a field work requirement, consisting of six months actual employment in the industry, before receiving his degree. This requirement is designed to afford the student an opportunity to acquire a first-hand knowledge of the industry which he intends to enter. This work may be completed before or after graduation, according to whatever individual arrangements are made with the director of the Institute of Meat Packing.

Copies of Bulletin No. 3, which describes the courses in detail and gives other information of interest to the prospective student, may be obtained from the Institute of Meat Packing, University of Chicago, Chicago, Illinois, or from the Institute of American Meat Packers, 509 South Wabash Avenue, Chicago, Illinois.

Employees of the industry who know of any young men intending to enter college next fall are urged to bring this four-year course to their attention.

GERMAN LIVESTOCK MARKETING.

Except in the case of swine the number of animals delivered for sale to the thirty-six principal markets by German agriculturists during May showed a slight decline, as compared with April. The following table shows the number of animals delivered to these markets during April and May, 1924, as reported to the Department of Commerce by Assistant Trade Commissioner Margaret L. Goldsmith, Berlin, according to reports from the trade:

	May	April
Steers	90,499	92,992
Calves	131,319	136,477
Swine	312,893	284,842
Sheep	53,853	58,533

If you are looking for a good position watch the "Wanted" page.

Why Danish Bacon Tops British Market

While traveling in Denmark and other north European countries, looking over methods of meat production and manufacture, Edward N. Wentworth writes interestingly to THE NATIONAL PROVISIONER of his observations.

Mr. Wentworth is director of Armour's Livestock Bureau and secretary of the Committee on Improved Livestock Breeding of the Institute of American Meat Packers. His special mission abroad is to attend the international conference on cattle breeding, held the middle of July at Edinburgh, Scotland.

In noting how the Danes produce bacon that tops the British market, Mr. Wentworth says:

"The Danish pigs are marvelous. Under the guidance of Director Frederick Sieck of the Cooperative Packing House at Fredericksund, I saw the pigs as they arrived at the local pens, the pigs at the Hillerod show, and the carcasses on the rail and the meat in cure.

Standard Pork Production.

"It is wonderful, as you look down rail after rail, to see the length from hook to hock and from hock to tail so uniform that you can almost sight down the line without a break in its straightness.

"I was in Fredericksund on Wednesday and saw lard rendered from Monday's slaughter—at no time under refrigeration—so solid I could scarcely dent it with my finger.

"There is no use in denying the fact that the Danes have the best raw material for packing purposes I ever have seen. The beauty of it is that all pigs come from small farms. During the short time I was in the market I saw no load arrive with more than four pigs, and most with one or two. Yet the uniformity was striking, once the carcasses were on the rail.

"Director Sieck was highly complimentary to our packing house methods, especially of lard manufacture. He said that in spite of the quality of his fats he

had greatest difficulty in competing with us.

Danish Pig Crop Decreasing.

"The Danish pig crop is falling off rapidly. The official figures will not be ready until mid-July, but the estimates of decrease over last year vary from 12 to 20 per cent. Wembley Exposition has been a life-saver to them, as they were as badly overproduced on swine as the United States.

"Their production of pigs is not seasonal, but they have nearly the same number of sows farrowing each month. Director Sieck showed me his record of receipts,



EDWARD N. WENTWORTH

weights and dressing percents weekly for several years, and the uniformity was astounding. For more months than I can name the carcass weights ran between 67 and 68 kilograms (147 to 150 lbs).

"On his own farm he has 10 sows which

have averaged 190 pigs annually for four years. They farrow twice a year, and the dates are so distributed that he always has one newly-born litter and two or three suckling litters on hand at once. And he always weans 9 to 10 pigs per sow."

Danish Breeding for Beef.

Mr. Wentworth visited the national breeding herd of the Red Danish Cattle Breeders' Association. This breed of cattle has been selected by the Danes for beef from an exterior standpoint and for milk production in the herd. All kinds of types have been developed, and where high milk production is evident the beef characteristics are not prominent.

A visit was made to the live cattle market at Leewarden in Friesland, and Mr. Wentworth comments on these cattle and the market methods as follows:

"The receipts at this time of year are small, but there were about 600 cattle on hand and 200 pigs. Calves were as numerous as aged cattle. During the year some 250,000 head pass through this market and every one is sold individually.

"If the white coat of the buyer signified butcher, I should judge the kosher business was large, especially if the selling outlet was orthodox. From that standpoint the market might have been New York or Jersey City.

How Animals Are Sold.

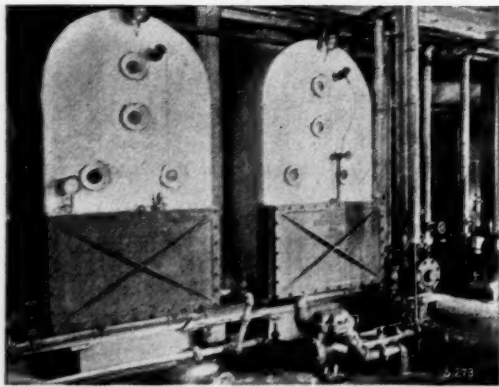
"Every sale was on an individual basis, animals apparently never being sold, even in pairs. The bidder apparently makes his offer, delivering a resounding clap on the hand of the seller. The seller responds with a higher sum and just as sensational a swat. They continue trading words and hand-claps until they agree, when each side-swipes the other most enthusiastically.

"I know now why they call them 'horny-handed sons of toil'—they must be to withstand the punishment and to make the reverberations. I would love to see some of our Chicago cattle buyers trade that way. They could lay out Dempsey with open slaps after three months' buying.

"There are three breeds in the Holland market: The Friesian (like our Holsteins but meatier); the Groningen (a white-faced black of considerable beef merit); and the Yssel (a red and white breed also rather beefy). The Dutch Belted are a minus quantity, only 10 recognized breeders of registered herds being left."

One of Mr. Wentworth's interesting personal experiences was a trip by aeroplane from Copenhagen to Hamburg. Needless to say, his baggage was sent by train, as there is a weight limit in aeroplane travel!

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Swenson Evaporator in the plant of Cudahy Bros., Cudahy, Wis.

Swenson installations meet every evaporating requirement of the packing-house and fertilizer plant. Our more than 30 years experience enables us to render you a real service in solving special problems. Whiting Corporation's complete manufacturing facilities are back of Swenson products.

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Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

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THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American
Meat Packers and the American
Meat Packers' Trade and
Supply Association

Published Weekly by
The National Provisioner, Inc.

(Incorporated Under the Laws of the State of
New York)

at the Old Colony Building, 407 So. Dearborn
St., Chicago

Eastern Office, 15 Park Row, New York.

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EASTERN OFFICES.

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TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year	5.00
Single or Extra Copies, each10
Back Numbers, each25

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The Hope for Fewer Hogs

The government's estimate of a reduc-
tion of eight million in the spring pig crop
is indeed a relief. If this is followed by
still further restriction in fall breeding, a
more satisfactory run of hogs for the year
beginning this fall can be expected.

There will then be some let up from the
enormous volume that has been worked
into consumption. Cattle raisers will have
more prospect for satisfactory returns on
good beef, and all connected with the in-
dustry can look for a better year.

The situation has been out of the con-
trol of the packing industry. It has been
beyond the control of the producers them-
selves.

While statisticians figuring returns on
hogs on a hog-corn ratio have shown that
hogs were a losing crop, the individual
farmer well knew they were not. He was
not waxing rich on the returns from them,
but they were making him more and
quicker money than any other farm crop.
So he raised hogs. The result in the ag-
gregate was enormous.

It is to be hoped that the percentage of
farmers who left it to the other fellow to
cut down on hog production is not too
large, and that the government's estimates
will be borne out in the fall and winter
runs.

With the promising outlook for indus-
trial prosperity in this country, a reason-
able export demand and a moderate-sized
hog crop, it would seem that a turn in the
road is near, and that a level stretch of
prosperity is ahead.

Do You Get What You Buy?

A practice among many hog raisers
which causes packers considerable loss in
the course of a year is that of sending to
market gilts which are in pig.

Pregnancy is not so far advanced as to
be evident at the time the hogs are
bought, hence the producer suffers no
dockage. The condition is sufficient, how-
ever, to add to the shrink in dressing any-
where from 4 to 10 lbs., or even more.
The total of this waste is considerable, par-
ticularly when the percentage of females
in the run is from 45 to 75 or even 80, as
is the case at certain seasons of the year.

This loss is further increased by the
added trimming of the bacon belly necessi-
tated because of the activity in the milk
vein already evident.

Another practice of producers which is
troublesome to packers is that of send-
ing to market sows which have not been
properly dried up after their pigs have
been taken from them.

The very common custom among hog

producers of running market hogs with
breeding stock is a result either of in-
difference or carelessness in the manage-
ment of the herd. In the first place, it
is easier because it does away with extra
yarding and attention; and, in the second
place, many producers figure that bred
gilts are quieter and fatten more readily.

These practices need correction and are
worthy of the attention of farmers' as-
sociations and of the U. S. Department of
Agriculture. It is a condition similar to
that which has resulted in a generally
lower price level for heifers in the cattle
market.

Producers would object to a lower price
level for gilts than for barrows, but in
order to avoid this they should lend their
cooperation, and supply the packer with
just what he thinks he is getting when
he buys high-grade market hogs.

Right Ideas About Meat

Something like a negative virtue came
out of a discussion at the recent meeting
of the American Medical Association. Dr.
Haden Emerson, claiming that the average
American was eating far too much sugar
and sweet foods, cited figures showing
that meat consumption had fallen off, but
"while he did not argue for the greater
use of meat he did indicate that eating
more meat might be the lesser of evils."

So comments the writer of a widely read
medical column, who adds: "Probably he
(Dr. Emerson) thinks we eat too much
of everything and should not increase our
daily allowance of any food. However, if
either our daily bread and sugar allow-
ance, or our daily meat allowance, is to
remain as it is, he would choose the meat
allowance to stay and he would have us
cut down on sugar and bread."

The remarks confirm the belief that we
have reached the end of the long lane of
misconception about meat, and that good
sense is returning.

Germany Takes More Fats

A significant trend in German demand
for fats is shown in the enormously in-
creased imports of Danish butter during
the first three months of 1924 as compared
with the same period of 1923.

Germany's importation of this butter in
the first quarter of last year was less than
seventy-five thousand pounds, while in the
same period of 1924 it was more than ten
and a quarter million pounds, with the de-
mand increasing.

Only the slowly improved financial con-
dition of the German people can account
for this great increase in butter consump-
tion over that of a year ago when the
cheaper fats supplied this need in the diet.

PRACTICAL POINTS FOR THE TRADE

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Summer Sausage Trouble

Many sausage-makers have trouble in turning out a good-looking and salable product when they try to make summer sausage.

Following the discussion on dry sausage in recent issues of THE NATIONAL PROVISIONER, the following inquiry from a Western sausage manufacturer affords opportunity for giving some good advice on one important point in making dry sausage.

This inquirer says:

Editor The National Provisioner:

We come to you for some information regarding summer sausage. This winter we made some, and although we employed the same trimmings and casings as before, they turned flat, as if they were not filled enough. We have made these sausages before and this is something new to us.

The sausage retained the delicate taste desired, but did not fill out. What was the trouble, and how can we remedy it?

It is noted that the inquirer did not get the same results on various lots of summer sausage, though using identically the same trimmings and casings as the previous year; they turned flat, as if they were not filled enough.

The inquirer has struck a keynote in stating that the product showed evidence of casings not being stuffed to full capacity, which is a very important feature in stuffing summer sausage.

The inquirer does not state whether the product was smoked or unsmoked. High temperatures in the smokehouse will contribute in a large measure to this condition, and if the fresh smoked summer sausage is given too much air in the dry room it will have a tendency to cave in.

Proper Drying of Product.

The product should be handled very carefully after delivery from the smokehouse to the dry room. It should be banked for a certain length of time, depending upon weather conditions, whether warm or cold. After banking for a few hours, or over night, the product should be carefully hung and spread in sections, with a burlap covering all around the sides and ends of section to break the draft, and all windows should be kept closed for the first few days. The dry room must be equipped with steam coils and temperature of room carried at about 55 degrees F.

It is very important that the temperatures from smokehouse to dry room be brought down gradually. Avoid cold blasts in trucking from smokehouse to dry room, and carefully nurse the product until the meat is thoroughly set in the casings, at which time the product will stand a little air circulation. If given too much in the beginning, even though it does not cave in, the product will shell-dry on the outside, and the center of the sausage will remain soft.

[Full directions for making summer sausage will be furnished to subscribers upon application to The National Provisioner, Old Colony Bldg., Chicago, Ill. Give particulars of information desired.]

Hogs on Bleeding Rail

The following inquiry is from a packinghouse superintendent in Canada:

Editor The National Provisioner:

I wonder if you could advise us how many hogs it is necessary to have hanging on the bleeding rail when we are killing at the rate of 350 hogs per hour, or at the rate of 425 per hour.

In other words, we would like to know just how long you consider a hog ought to hang after sticking. Also, what effect it would have on the meat or the various offals if not allowed to hang on bleeding rail a sufficiently long time.

To insure proper bleeding out there should be 75 to 100 hogs ahead on the rails.

With expert sticking, it requires 2 to 3 minutes for the hogs to die, and under these conditions hogs should be allowed to hang about 5 minutes.

In regard to the effect it would have on meats and offal if the hogs were not allowed to hang on bleeding rails a sufficient length of time, if you employ an incompetent sticker you may have curing trouble, even though the hogs are allowed sufficient time to bleed.

Blood is highly perishable and will coagulate quickly, and if the hogs do not bleed freely and quickly, the blood will curdle and remain in the veins and decompose.

A great deal depends upon the degree of efficiency in the sticking pen.

HOW DO HOGS SHRINK?

How do hog shrinkages vary according to the length of time held in the cooler? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

New Jersey Ham

The following request is from a retailer in Ohio:

Editor The National Provisioner:

Please let me have a recipe for New Jersey ham.

For New Jersey ham use strictly fresh lean pork, preferably butts and extra lean, choice quality pork trimmings.

Make up in blocks of 150 lbs. and rock on a rocking machine until the meat is cut real fine.

For each 150 lbs. of fresh meat use 3 lbs. of salt, 8 oz. of granulated sugar and 2 oz. of saltpeter. Add during rocking process. Also use one quart of sweet No. 2 ham-curing pickle. (No. 2 means 50 degree strength.)

After meats are rocked, put in cooler and spread on shelving boards and allow to cure for 48 hours, in a temperature of 36 degrees to 38 degrees F.

Then stuff in cloth bags and smoke for about three hours, at a temperature of 90 degrees to 100 degrees. Slow cold smoke, using hardwood sawdust, only. Then dip in hot paraffin wax and ship as soon as possible, keeping the product moving in a strictly fresh condition.

Dry Cure for Hams

The following inquiry is from a small packer in the Middle West:

Editor The National Provisioner:

We are having many inquiries for a dry cure country style ham.

Being that we have never manufactured in the past, would appreciate your giving us some good formula.

Packers, large or small, do not specialize on dry cure hams on a large scale, other than for their regular requirements of Italian and Virginia air-dried hams.

For dry cure hams the following curing ingredients are recommended for each 100 lbs. of green meat:

5 lbs. salt,
1½ lbs. granulated sugar,
½ lb. nitrate of soda.

Dip the green hams in 100 degree plain pickle before using the dry cure ingredients, then rub well in shank pocket and get the cure evenly distributed.

Cure in tierces or vats, and place the hams with the stifle joint up, and cure four days per pound.

The hams should be overhauled once, ten days after they are put down.

DELAYS STUDY ON BLOOD.

Dr. Richard S. Vose, Fellow of the Institute of American Meat Packers, of the Mellon Institute, Pittsburgh, Pa., has been confined to a hospital for the last few weeks, owing to a complicated injury to his arm caused by a fall while at one of the packing plants. He is now reported to be progressing, but the interruption of his activities has meant a delay in the work undertaken by the Institute for the better utilization of blood.

"Don'ts" in Ham Cooking

In discussing the question of ham cooking last year on this page "The Observer" gave some valuable hints as the results of his observation of mistakes made in ham boiling rooms he had visited.

They are repeated here for the benefit of inquirers:

Why the Hams Were Scalded.—In one plant the writer visited he noticed that the foreman had placed a large quantity of S. P. hams in the soaking vat preparatory to boning, and after covering the hams well with water, turned the steam valve handle sufficiently to heat the water up to a temperature of 110°, which was the schedule for soaking the hams.

The foreman went about his work, and the steam valve was leaking. The force of steam pressure caused the valve to open wide, and when the foreman returned the water was splashing out of the soaking vat, and the temperature was up to boiling point. The result was that the hams were scalded.

Careless Trimming.—I took particular notice of the workmanship on the ham-boning bench, which was conducted on a piece-work basis. I found they employed skilled workmen, but the hams were fatted very unevenly. Their instructions were to leave one-half inch of fat on the ham and I noticed that in some places the ham was scored, and the ham fatter would remove a portion of the lean meat with the fat, while in other spots there was a lump of fat possibly over 1 inch in thickness.

The hams fatted in this manner, when cooked and sliced, do not appeal to the trade nearly as well as the evenly-cooked ham. If this packer had complaint about his boiled hams, he might have traced it here.

Careless Cooking.—Their cooking schedule specified that they cook at 160° temperature. But I found that they neglected to give this matter proper attention, and the temperature of the water in which the hams were cooking dropped down to 152°. When the foreman discovered the temperature was considerably too low, he would then turn the steam on, open the valve wide, and run the temperature up to 170° to overcome or equalize temperatures.

By cooking hams in this manner there is a great uncertainty of hams being even a good commercial cooked ham, and the result is the hams are either undercooked

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Send a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, for copies of the three articles on "Temperature Control in the Meat Plant," which appeared in recent issues.

or overcooked, which brings complaints from the trade and throws yields entirely out of line, making it either too high or too low in actual cooking shrinkage.

Why Hams Crumbled.—Furthermore, when the cooked hams were removed from the retainers and washed, they would make a practice of piling them in an S. P. box truck, and fill the truck to full capacity, several layers deep. They should have been put on a shelf truck and not piled more than two layers deep—one is better.

The result of piling cooked hams in a box truck is that the weight of the hams on top will crush the lower layers, and cause them to open up and crumble and fall to pieces when put in the slicing machine.

Proper Branding.—After the hams were chilled and ready to wrap, the brands were applied. Here they used too much ink on the brand, and it was not properly applied to the skin side of the ham, causing the ink to run and blur. The brand should be applied neatly, as the ham is put on display by dealers. The packer must remember that thousands of people observe this brand, whether it is good, bad or indifferent.

Why should meats in cure be overhauled, and when should it be done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Mould on Cooked Hams

This inquiry is from a packer in England:

Editor The National Provisioner:

We have been regular readers of THE NATIONAL PROVISIONER for many years and have noted for some time your reference to mould in sausage.

We have had some difficulty recently with mould on cooked hams. We shall be glad if you can let us have all the information you have on this matter at your convenience.

Use as little water as possible in washing the hams after cooking, and in chilling in the ham forms. After washing, or rather wiping each ham off with a moist clean cloth, place hams on shelf trucks in single layers, with a little space between each ham to allow air circulation, and put in a dry cooler temperature of 34 to 36 deg. F. for about 12 hours, or over night, to chill. Hams may be left on trucks or transferred to shelves, evenly spaced, in single layers, same as on trucks.

Do not carry hams in stock too long, but keep them moving in a fresh condition. Regulate your manufacture with the sales outlet.

When packing, use rag paper for inside wrapper, which is a grease absorbent, and parchment paper for the outside wrapper.

Do not pack boiled hams in barrels. Use crates, during the summer months especially, and avoid packing more than two layers deep in any package, not only for prevention of mould, but to have as little weight as possible on the hams as a guard against the hams crumbling when sliced.

[EDITOR'S NOTE.—Valuable detailed information on cooked hams appeared in this department of THE NATIONAL PROVISIONER in the issues of June 16 and July 14 and 21, 1923.]

What is the by-product yield of a 1,000-lb. steer? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

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combination fulfill these needs. Write for details.

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To speed up chopping, use "Enterprise" No. 166

It has a capacity, per hour, of 6,000 lbs. of beef. It has a large capacity and is the most economical chopper you can use, saving time, labor and power.

Frame is perfectly rigid. There is no "give"—no need of excessive pressure to keep knife and plate in perfect contact. Cutters stay sharp twice as long.

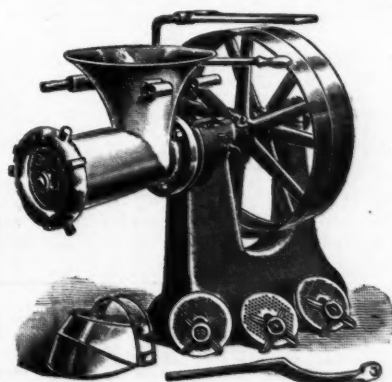
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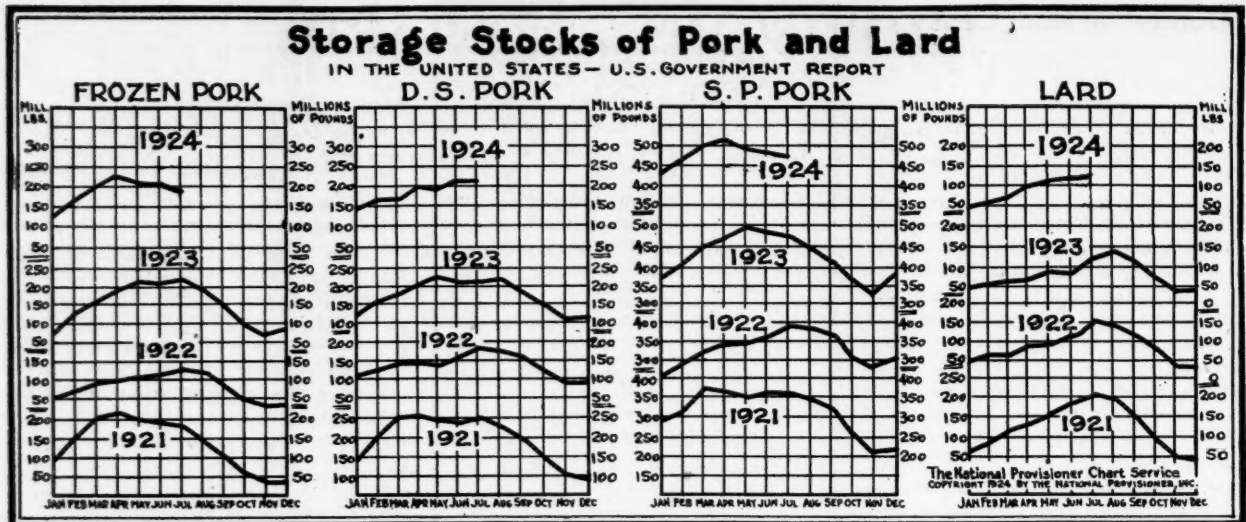
lars, preventing overheating and excessive wear.

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This chart in THE NATIONAL PROVISIONER Market Service series shows storage stocks of fresh and cured pork and lard for each month of 1924 to date, compared to stocks in the three years preceding. The comparisons are graphic, making the situation evident at a glance. Detailed figures of stocks appear also on this page.

Stocks of frozen pork on hand July 1 were the lowest since February of this year, and compare favorably with those of a year ago. But they are considerably above the 5-year average of that date. The beginning of the seasonal decline in frozen pork holdings has doubtless been checked by the relatively heavy mid-summer marketings of hogs.

Holdings of S. P. pork have shown considerable decline in spite of the large and increasing supply. These stocks are somewhat lighter than a year ago but are still nearly 60,000,000 lbs. heavier than the 5-year average.

Stocks of D. S. pork continue to increase, having mounted steadily since last November. They have, however, remained below those of a year ago and are about 75,000,000 lbs. below the 5-year average of July 1.

In spite of the increase in lard stocks and the heavy holdings on hand July 1st, these are slightly below the 5-year average on that date, although there is an increase of about 25,000,000 lbs. over the same time last year. Should foreign demand increase according to expectations in certain quarters, the excess accumulation will begin to diminish earlier than it did last year.

The first six months of 1924 have witnessed a record hog run, but consumption has kept fairly well apace and stocks, though large, are not discouragingly heavy.

STOCKS IN COLD STORAGE.

The figures on which the above chart is based are as follows, in pounds:

	1921.	1922.	1923.	1924.
Frozen pork	30,319,000	47,541,000	48,908,000	49,822,000
S. P. pork	294,993,000	252,822,000	432,726,000	432,726,000
D. S. pork	144,907,000	111,071,000	121,126,000	147,487,000
Lard	39,319,000	47,541,000	48,908,000	49,822,000
Jan.	30,319,000	47,541,000	48,908,000	49,822,000
Feb.	30,319,000	47,541,000	48,908,000	49,822,000
Mar.	30,319,000	47,541,000	48,908,000	49,822,000
Apr.	30,319,000	47,541,000	48,908,000	49,822,000
May	30,319,000	47,541,000	48,908,000	49,822,000
June	30,319,000	47,541,000	48,908,000	49,822,000
July	30,319,000	47,541,000	48,908,000	49,822,000
Aug.	30,319,000	47,541,000	48,908,000	49,822,000
Sept.	30,319,000	47,541,000	48,908,000	49,822,000
Oct.	30,319,000	47,541,000	48,908,000	49,822,000
Nov.	30,319,000	47,541,000	48,908,000	49,822,000
Dec.	30,319,000	47,541,000	48,908,000	49,822,000

BRITISH PROVISION STOCKS.

(Special Report to The National Provisioner.)
Liverpool, England, July 1, 1924.

The stocks on hand at Liverpool on July 1, 1924, as estimated by the Liverpool Trade Association, with comparisons for last month and last year are as follows:

	June 30, 1924	May 31, 1924	June 30, 1923
Bacon, boxes	12,478	14,971	18,565
Hams, boxes	10,360	11,506	6,398
Shoulders, boxes	2,263	2,361	2,141
Lard (tierces) P.S.W.	538	523	1,641
Lard (refined) tons	3,652	2,376	1,174

Imports into Liverpool for the month of June:

23,645 boxes bacon, including shoulders.
15,826 boxes hams.
73,011 cwt. lard.

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, boxes.	Hams, boxes.	Lard, tons.
June, 1924	6,122	3,983	690
May, 1924	6,846	3,730	703
April, 1924	6,677	3,873	773
March, 1924	6,740	2,985	594
February, 1924	6,604	2,808	1,178
January, 1924	7,415	3,561	926
December, 1923	6,650	2,883	732
November, 1923	7,228	4,227	1,061
October, 1923	7,598	3,442	1,013
September, 1923	7,537	3,487	635
August, 1923	9,207	4,822	767
July, 1923	7,296	5,552	764
June, 1923	7,196	4,119	754

LARD AND GREASE EXPORTS.

Exports of lard from New York, July 1 to July 16, were 31,959,994 lbs.; tallow, 50,200 lbs., greases, 2,828,700 lbs.; stearine none.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on July 14, 1924, with comparisons, are reported by the Chicago Board of Trade as follows:

	July 14, 1924	June 30, 1924	July 14, 1923
Mess pork, new, made since Oct. 1, 1923.	400	452	1,118
P. S. lard, made since Oct. 1, 1923, lbs.	81,744,301	75,821,561	51,400,773
Other kinds of lard, lbs.	16,650,216	16,181,140	13,697,897
Short rib middles, made since Oct. 1, 1923, lbs.	2,599,127	2,358,266	5,229,028
D. S. clear bellies, made since Oct. 1, 1923	30,725,610	29,616,890	.....
D. S. rib bellies, made since Oct. 1, 1923	7,065,273	6,632,383	.....
Extra short clear middles, made since Oct. 1 1923, lbs.	380,981	317,410	758,314

STORAGE STOCKS IN U. S.

The stocks of meat and lard in storage in the United States on July 1, 1924, are announced by the U. S. Bureau of Agricultural Economics as follows:

	July 1, 1924, lbs.	June 1, 1924, lbs.	5-yr. avg. July 1, lbs.
Beef, frozen	37,038,000	41,784,000	80,087,000
Cured	13,861,000	13,683,000	29,440,000
In cure	8,444,000	10,002,000	.....
Pork, frozen	187,415,000	201,728,000	170,703,000
D.S. cured	115,861,000	112,788,000	289,196,000
D.S. in cure	65,787,000	83,221,000	.....
S.P. cured	192,630,000	213,432,000	411,499,000
S.P. in cure	277,662,000	269,040,000	.....
Lamb and mutton, frozen	2,919,000	2,273,000	5,516,000
Misc. meats	69,972,000	68,837,000	78,702,000
Lard	152,685,000	127,949,000	153,880,000

*Not available.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hogs and Products Higher — Demand More Active—Holders More Confident—Hog Prospects for Moderate Movement.

The last week has shown a further advance in both hogs and product although when grain showed such a sharp reaction there was a setback in the provision market which brought out quite a little profit taking in the futures. There was no change in the general broad position of affairs, and the demand for product appears to be on quite a broad scale notwithstanding the advance in values.

Hog Movement Still Liberal.

The movement of hogs is still very liberal but the trade seems to be thoroughly imbued with the idea that if the hogs move now they will not be available to move later, and therefore, the large marketing now going on is at the expense of the later movement. The movement of hogs in June at sixty-five markets showed a total of 4,296,000 compared with a June average of 3,808,000 for five years.

The increase in the movement compared with last year was 92,000 and compared with a five year average 488,000. The total slaughter for the same time showed a total of 2,852,000, an increase over last year of 42,000 and over the five year average of 255,000.

Livestock at 65 Markets.

The comparative figures on all livestock as shown in the report of the movement at the sixty five markets was as follows for June at 65 markets:

	Receipts.	Local Slaughter.
Cattle and Calves:		
Total	1,673,428	1,029,604
Increase or Decrease*	+44,146	+40,003
Per cent	+2.7	+4.0
June average 5 years		
1919-1923	1,686,968	1,014,656
Increase or Decrease	-13,540	+15,338
Per cent	-.8	+1.5
Calves:		
Total	501,960	392,337
Increase or Decrease*	+10,841	+26,639
Per cent	+2.1	+7.3
Hogs:		
Total	4,296,396	2,851,895
Increase or Decrease*	+92,295	+41,799
Per cent	+2.2	+1.5
June average 5 years		
1919-1923	3,808,258	2,597,322
Increase or Decrease	+488,138	+254,573
Per cent	+12.8	+9.8
Sheep and Lambs:		
Total	1,549,997	903,356
Increase or Decrease*	+124,108	+112,845
Per cent	+8.7	+14.3
June average 5 years		
1919-1923	1,677,998	919,200
Increase or Decrease	-128,001	-15,844
Per cent	-7.6	-1.7

*Compared with June, 1923.

Shipment of hogs for the month were 1,417,000 compared with a five year average of 1,220,000.

The export movement of product has been running rather light for a number of weeks, but the past week showed a decided increase in lard with a total of 22,118,000 compared with 9,281,000 the previous week and 13,189,000 last year. Shipments of meats were also somewhat better amounting to 11,118,000 lbs. Of the shipments of lard 13,064,000 lbs. were to Germany.

Chicago Shipments Large.

The shipments of product from Chicago the past week showed quite a large total,

the movement of fresh meats amounting to 48,000,000 lbs. against 22,000,000 lbs. last year, cut meats 22,000,000 against 16,000,000 lbs. and lard 12,000,000 lbs. against 11,000,000 lbs. The heavy shipment of fresh meats is believed to represent a better distributing demand although the movement for some time has been of very good proportions.

The movement of hogs at the seven leading points last week showed a total of 738,000,000 against 638,000,000 last year; cattle 187,000 against 193,000 and sheep 202,000 against 195,000.

The mid-month stock of lard as reported for July 15 showed a grand total of 98,296,000 lbs. compared with 92,002,000 lbs. at the end of June and the mid-month stock last year of 65,058,000 lbs.

The increase in the stock this year was 4,392,000 lbs. against an increase last year of 2,457,000 lbs. The stock of ribs showed an increase of about 240,000 lbs. and bellies showed a gain of 1,109,000 lbs.

The comparative figures for the mid-month stocks follows:

	1924	Mid-July.	End-June.
Pork, contract, bbls.	460	452	
Lard, contract, lbs.	81,744,301	75,821,561	
Lard, other, lbs.	16,650,216	16,181,140	
Lard, total, lbs.	98,394,517	92,002,701	
Ribs, lbs.	2,599,127	2,358,286	
Bellies, lbs.	30,725,610	29,616,890	

The great advance in old corn keeps the

hog corn ratio very much against the feeders. With the advance in new crop corn the middle of the week to 90c for December, the position of hogs and corn even on the basis of new crop corn is still apparently about 15c a bushel against the feeder, while on the basis of old corn it is about 30c a bushel against the feeder.

How Hog Corn Ratio Stands.

This simply carries on and emphasizes the extraordinary position of the feeders and if corn is to stay at the present price of old corn and approximately present prices for new corn the position of hogs would seem to be such as point to a better return for the feeder or else less hogs.

The reports of the Government that there are 800,000 less hogs in the country are believed to be partly responsible both for the advance in products and hogs, but the excitement of speculative activity in grain has also tended to awaken interest in product and bring about a good deal of general buying.

PORK—The market the past week was somewhat firmer with a fair demand and better hog prices with mess at New York \$26@27, family \$28 and short clears \$20@26. At Chicago mess pork was quoted at \$23.50.

LARD—The market was stronger with a fair demand and with cash more strongly held. Prime western New York 12.65@12.75c, middle west 12.50@12.60c, City 12½@12¾c, refined to the continent 13¾c, South American 13¾c, Brazil kegs 14¾c compound 13½@14c. At Chicago regular lard in round lots was quoted at July price, loose lard at 65c under July leaf lard at 100c under July.

BEEF—The market was firm this week with offerings well held but demand only fair. Mess at New York \$16@17, packet \$17@18, family \$19@20; extra India mess \$31@33, No. 1 canned corn beef \$2.35, No. 2, \$4; pickled tongues \$55@65 per bbl. nominal.

SEE PAGE 37 FOR LATER MARKETS.

BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, July 5, 1924.

The market this week, even although stocks show a reduction on bacon and hams, has not been active, the weather conditions militating against the demand for hams. Prices for meats have been maintained, however, and Cumberlands and bellies are inquired for at more money.

Irish and Danish bacon has shown a reduction on the week and this has operated against Canadian selling as freely as before. With shipments advised to-day on the small side, we can look forward perhaps to a better demand during the coming week, and with anything like a good demand for hams, we can expect prices to advance.

In regard to lard, although stocks show a

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

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It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

Output of Men Reduced 15% by Overheating

The New York State Commission on Ventilation, in its thorough and exhaustive investigation carried on in industrial plants to determine the effects of overheating has on workers, reports that even slight overheating from 68° F. to 75° F. caused a decrease of 15 per cent in the output of workers.

It also found that the susceptibility to colds and other ills is greatly increased when workers go to the cold out-of-doors after working in overheated rooms. (Details of this Commission's report will be sent on request.)

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considerable increase, this article maintained its prices, and in fact firmed up on the slightly better consumptive demand that has been experienced.

CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States by countries, for the month of May, 1924, are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

Countries—	Beef pounds	Pork pounds	Sausage pounds	Other canned meats pounds
Belgium .....	...	...	8,250	3,450
France .....	...	...	...	665
Germany	40,572	...	...	15,851
Italy	40	...	...	104
Netherlands .....	...	...	...	7,463
England	40,570	191,867	...	480,804
Scotland .....	...	7,100	...	70,259
Ireland .....	...	...	...	25,200
Canada	16,547	14,400	2,243	15,482
Brit. Hon.	1,837	...	2,632	1,682
Guatemala	1,008	...	628	977
Honduras	5,357	...	4,799	6,483
Nicaragua	1,763	...	1,143	2,717
Panama	2,768	407	2,889	7,301
Salvador	6,827	648	1,504	15,217
Mexico	3,890	...	675	488
Newf. & Lab.	262	100	1,950	2,727
Bermuda .....	...	...	97	39
Jamaica	35	...	...	1,988
Trinidad .....	...	...	1,353	950
Other Brit. W. Ind.	2,971	72	710	1,270
Cuba	2,826	84	242,607	73,889
Dom. Repub.	880	...	1,094	1,075
Dutch W. Ind.	1,358	200	541	631
French W. Ind.	1,098	1,000	330	180
Haiti	168	...	428	36
Virgin Isl. of U. S.	228	...	620	441
Colombia	541	...	1,311	1,533
Ecuador	36	...	132	471
Brit. Guiana .....	...	...	205	...
Dutch Guiana .....	...	...	262	401
French Guiana	198	...	...	...
Paraguay .....	...	...	...	70
Peru .....	...	...	...	1,153
Venezuela	4,070	649	4,782	20,675
Brit. India	1,093	...	592	830
Ceylon	102	...	...	...
Str. Sett.	181	...	1,158	530
China .....	...	...	1,294	2,175
Chosen .....	...	...	105	...
Java & Madura .....	...	...	240	16,035
Other Dutch E. Ind.	21	...	28	23
Costa Rica	72	...	495	3,077
Japan .....	...	...	1,856	...
Hongkong	234	...	2,943	3,061
Persia .....	...	...	...	82
Philippine Is.	9,667	3,142	3,600	2,206
Siam	60	...	...	...
Australia .....	...	...	...	120
Brit. Oceania .....	...	...	...	526
Fr. Oceania	126	...	325	225
Other Oceania .....	...	...	225	48
Brit. W. Africa .....	...	...	52	126
Brit. S. Africa	4,005	39	13,484	160
Canary Is. ....	...	...	...	405
Liberia	90	...	...	...
Port. E. Africa .....	...	...	405	...
Other Port. Africa .....	...	...	1,602	568
Total, lbs.	150,931	220,338	313,815	798,517
Dollars	43,061	55,644	88,447	262,537

EXPORTS OF PROVISIONS.

Exports of provisions from Atlantic and Gulf ports for the week ending July 12, 1924, with comparisons:

PORK, BBLs.			
	Week ended July 12, 1924.	Week Nov. 1, 1923 ended July 14, 1923.	From July 12, 1924.
United Kingdom...	35	2,220	...
Continent	75	1,030	14,628
West Indies .....	...	350	13,544
Total	110	1,380	30,446

BACON & HAMS, LBS.

United Kingdom...	11,367,000	11,318,500	370,727,450
Continent	2,544,500	3,554,500	214,582,475
So. & Cent. Amer. ....	...	...	436,500
West Indies	6,700	...	600,700
Other countries	70,000	...	1,832,000
Total	13,988,200	14,873,000	588,179,125

LARD, LBS.

United Kingdom...	5,957,475	4,496,575	181,229,958
Continent	20,641,074	10,208,028	423,893,461
So. & Cent. Amer.	324,704	...	3,962,858
West Indies	618,775	17,000	3,549,394
Other countries	9,548	...	195,284
Total	27,551,576	14,721,603	612,830,955

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	110	6,592,200	21,645,576
Boston .....	...	1,381,000	3,331,000
Philadelphia .....	...	...	28,000
Baltimore .....	...	...	38,000
New Orleans .....	...	...	425,000
Montreal .....	...	6,015,000	2,064,000
Total week	110	13,988,200	27,551,576
Previous week	205	6,056,500	8,916,924
Two weeks ago	206	12,408,500	7,600,381
Cor. week, 1923	1,380	14,873,000	14,721,603
Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to July 12, 1924:			
	1923-1924.	1922-1923.	Increase, Decrease.
Pork, lbs.	6,069,200	7,937,200	1,847,000
Bacon and hams, lbs.	588,179,125	567,502,404	20,676,721
Lard, lbs.	612,830,955	640,079,466	27,248,511

DANISH AND IRISH BACON.

The slaughtering of hogs in Denmark has been going on at a higher rate than ever before during practically all of the first half of 1924, the U. S. Department of Agriculture points out.

During the first 23 weeks of 1924 there were 234,000 more hogs slaughtered in Denmark than in the same period of 1923, or a total of 1,539,000. Prices of Danish bacon on the English market have been low but have risen about 20 per cent since the latter part of April.

Irish pig killings and exports of hogs have increased 17 per cent during the first 24 weeks of 1924 in comparison with the same period of 1923, or an increase of about 90,000 hogs. The entire increase has occurred in the number of hogs purchased by Irish bacon curers.

The demand for Irish bacon in English markets is reported to be very good.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending July 12, 1924, with comparisons, as follows:

	Week ending July 12.	Previous week.	Cor. week 1923
Western dressed meats:	7,377	6,783 1/2	7,881
Steers, carcasses	809	622 1/2	580
Cows, carcasses	245 1/2	220	310
Bulls, carcasses	10,894	11,984	8,233
Hogs and pigs	22,081	20,117	17,811
Lambs, carcasses	5,344	3,609	5,253
Mutton, carcasses	584,712	140,979	61,839
Beef cuts, lbs.	873,303	853,778	795,282
Pork cuts, lbs. ....	...	...	...
Local slaughters:	...	...	...
Cattle	9,936	8,275	9,072
Calves	13,692	13,614	16,792
Hogs	48,319	39,568	46,025
Sheep	50,444	35,864	49,800

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending July 12, 1924, with comparisons:

	Week ending July 12.	Previous week.	Cor. week 1923
Western dressed meats:	2,104	2,330	2,151
Steers, carcasses	561	493	854
Cows, carcasses	47	53	11
Bulls, carcasses	909	881	261
Lambs, carcasses	9,735	10,381	8,659
Mutton, carcasses	19	385	371
Pork, lbs.	392,534	342,924	44,400
Local slaughters:	...	...	...
Cattle	1,381	1,271	1,303
Calves	1,873	2,102	2,816
Hogs	21,245	20,278	22,311
Sheep	6,156	5,478	7,245

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending July 12, 1924.

	Week ending July 12.	Previous week.	Cor. week 1923
Western dressed meats:	2,895	3,171	1,972
Steers, carcasses	595	410	516
Cows, carcasses	391	357	306
Bulls, carcasses	1,760	2,497	1,294
Lambs, carcasses	7,444	7,732	4,518
Mutton, carcasses	2,069	1,894	1,180
Pork, lbs.	444,820	512,357	149,207
Local slaughters:	...	...	...
Cattle	1,956	1,876	2,351
Calves	2,817	2,497	2,796
Hogs	16,053	15,426	18,386
Sheep	7,458	3,720	6,535

How can you prevent accidents to your beef luggers in carrying beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market the past week has been rather quiet, but very steady, with the large soap manufacturers in the market, but holding off and trying to shade the market slightly from the recent levels. Holders were firm, and were endeavoring to get higher prices, owing to the strength in cotton oil and competing commodities. As a result, no important business was disclosed, and here were indications that the latter part of the week might see a fair trade at the old levels. At New York extra was quoted at 7½¢, special at 7¾¢, and edible 9¢.

At Chicago the market was steady to strong on tallow with demand fair and offerings somewhat lighter. At Chicago prime packer was quoted at 7½¢@7¾¢, fancy 7¾¢@8¢, and edible 9¾¢@10¢.

At the London auction, on July 16th, 785 casks were offered and 330 sold, at prices unchanged to sixpence higher for the week, mutton tallow selling at 44s@45s 6d, beef at 43s 6d@44s 9d, and good mixed at 43s 6d.

At Liverpool Australian tallow showed no change during the week, with fine quoted at 43s 9d, and good mixed at 42s 9d.

STEARINE—While trade was limited, the market was very firm, with some interest on the part of compounders, and with some export inquiries in the market, with oleo, New York, sparingly offered and held at the 13¢ level. At Chicago the market was stronger, with some sales reported at 12¾¢, and with 13¢ asked.

OLEO OIL—The market was dull but stronger, with a fair demand in evidence. Extra at New York was quoted at 14½¢, medium 12½¢, and the lower grades 11¾¢@12¢. At Chicago extra was quoted at 13¾¢.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL—The market was strong with demand fair and offerings light due to better feeling in raw material. New York edible was quoted at 14¢. Extra winter 12¼¢, Extra No. 1 10¼¢, No. 1 at 10¾¢ and No. 2 at 10¼¢.

NEATSFOOT OIL—The market was somewhat firmer with demand good in spots and with raw material very firm. At New York pure was quoted at 15¢, extra 11¼¢, No. 1 10¼¢, and cold pressed at 19½¢.

GREASES—A firm market was noted again this week with demand fair, good and offerings well held, strength in the west and firmness in all other allied commodities helped. At New York yellow and choice house was quoted at 6¾¢@7¢, A White 7½¢@7¾¢; B White 7¼¢ and choice white 10¢ asked.

At Chicago the market was strong with fairly good demand for choice white grease for export with last sales basis 10¢ caf New York. Brown there quoted at 6¢@6½¢; Yellow 6¼¢@6½¢ and A White 7¼¢@7¾¢.

PORK PRODUCTS IN AUSTRIA.

Austria is receiving weekly its pre-war hog supplies with the number of buyers very much reduced on account of the smaller population. The heavy receipts have affected the home supply, for the farmers are killing on the spot or in provincial districts because the results are more profitable since their livestock does not come into competition with the

Vienna market. According to Prentiss M. Terry, American Trade Commissioner, Vienna, Austria, in his report to the Department of Commerce, there were very heavy receipts of hogs from abroad during May.

Poland is shipping approximately 3,000 hogs weekly to the Vienna market, while several shipments have been received from Sweden and Denmark. There is also a large supply coming from Hungary which was contracted for some time ago on a lard compensation business. These supplies are meeting serious competition and are depressing market prices.

About eight weeks ago the price paid for hogs was about 33,000 Austrian crowns per kilo live weight, while at the time of Mr. Terry's report, May 28, 1924, the same quality hogs, if not better, were being sold with great difficulty at 18,000 Austrian crowns per kilo. This unusual supply has restricted purchases of American lard even though it is retailing cheaper than domestic lard at the present time.

The heavy receipts also affected prices

of hog fat, with the result that the housewife is melting at home the raw fat bought on the market. American lard from first hand sells at a higher price than the packers own brand sold through second hand dealers.

EASTER FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 16, 1924.—Two cars of high grade ground tankage were sold this week to a feeding buyer at \$3.25 and 10¢ New York and one or two cars of ground fertilizer tankage were sold at \$2.75 and 10¢ New York. Outside of this the market is very quiet in general although considerable business has been done in cracklings and the prices have advanced very rapidly.

Nitrate of soda for July arrival is still very scarce and is being held at \$2.45 ex. vessel and nitrate for future delivery is commanding higher prices on account of the rise in foreign exchange.

The fish factories report a very poor season up to date. The catch of fish is very light. Unground dried fish scrap was sold at \$3.25 and 10¢ f. o. b. fish factory Chesapeake Bay and yater at \$3.40 and 10¢ and the sellers are now holding at \$3.50 and 10¢ f. o. b.

Packinghouse By-Products Markets

Blood.

Chicago, July 17, 1924.

The blood market is quiet. Material has been offered at \$3.25, but buyers' ideas seem to be 15¢@25¢ lower.

	Unit ammonia.
Ground	\$3.15@3.25
Crushed and unground	2.90@3.10

Digester Hog Tankage Materials.

This market is easier. Some high grade material has been offered at the same prices as previous sales. Buyers' ideas are around \$3.00@3.10.

	Unit Ammonia.
Ground, 10 to 12%, ammonia	\$3.25@3.35
Unground, 11 to 12%, ammonia	2.90@3.15
Unground, 7 to 10%, ammonia	2.40@2.50

Fertilizer Tankage Materials.

A fair demand exists in this market for medium grade and ground material. Prices are about steady.

	Unit ammonia.
High grade, ground, 10-12%, ammonia	\$2.40@2.50
Lower grade, ground, 6-9%, ammonia	2.00@2.30
Medium to high grade, unground	1.75@2.00
Low grade and country rend., unground	1.40@1.65
Hoof meal	2.40@2.50
Grinding hooes, pigs toes, dry	25.00@30.00

Bone Meals.

The bone meal market is seasonably quiet, with low prices and little business.

	Per ton.
Raw bone meal	\$20.00@28.00
Steamed, ground	18.00@20.00
Steamed, unground	14.00@16.00

Cracklings.

The crackling market is strong, with supplies scarce.

	Per ton.
Pork, according to grease and quality	\$50.00@57.50
Beef, according to grease and quality	35.00@45.00

Bones, Horns and Hoofs.

The market on bones is not so active. The horn market is steady, while the hoof market is a little easier.

Horns, unassorted	\$ 75.00@200.00
Culls	26.00@28.00
Hoofs, unassorted	28.00@30.00
Round shin bones, unassorted	50.00@55.00
Flat shin bones, unassorted	40.00@45.00
Thigh bones, unassorted	45.00@50.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles are a little easier. Last paid, \$29.00, with buyers'

ideas around \$27.00. Junk bones are a little easier, with a \$23.00 top.

	Per ton.
Calf stock	\$28.00@29.50
Edible pig skin strips	60.00@70.00
Rejected manufacturing bones	32.00@34.00
Horn piths	20.00@22.00
Cattle jaws, skulls and knuckles	28.00@28.00
Junk and hotel kitchen bones	22.00@24.00
Sinews, pizzles and hide trimmings	16.00@18.00

Animal Hair.

There is not much hog hair offered and the market is strong. Recent quotations follow, delivered, Chicago basis:

Field and coll dried, lb.	2¼¢@3¢
Processed, lb.	6¢@7¢
Dyed	6½¢@8¢
Cattle switches (110 for 100) each.	2¢@3¢
Horse tails, each	30¢@35¢
Horse mane hair, green, lb.	8¢@8½¢
Unwashed dry horse mane hair, lb.	12½¢@13½¢

Pig Skin Strips.

There is little demand for pig skin strips. Sellers have asked 4¢ per lb., basis Chicago, while buyers are offering around 3½¢ for frozen and 3¢ for salted.

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Vegetable Oil Men Resent Boycott

The Chamber of Commerce of the United States has been asked to intervene in a situation that threatens a trade war between the peanut and cottonseed producing districts of the South and the states of Oregon and Washington.

The trouble arises from an attempt by the dairy interests of the two Northwestern states to legislate against the use of edible vegetable fats, which, in the form of margarine, compete with butter. More than 19,000,000 pounds of cottonseed oil and 17,000,000 pounds of peanut oil were consumed by the people of the United States last year in this form.

Last winter the dairy organizations succeeded in having the state legislatures of Oregon and Washington pass laws prohibiting the sale of margarines containing any vegetable fats whatever. The operation of these laws, however, is suspended pending a popular referendum to be held in November.

The campaign of villification carried on by the dairy interests for the purpose of winning votes for this proposition has antagonized the peanut farmers and cottonseed crushers of the South and talk of retaliation is heard in the cotton and peanut states.

In a recent editorial, the leading organ of the peanut growers declared that a popular boycott by the Southern states against the fruits, canned goods and other distinctive products of Oregon and Washington would be quite as justifiable as the boycott which the dairymen of these states seek to establish by law against vegetable oils.

Another important interest which would be hit by the success of the Oregon and Washington referendum is the cocoanut oil industry of the Philippine Islands, which supply most of the cocoanut oil now extensively used in the manufacture of margarine. During 1923 Oregon and Washington exported to the Philippine Islands dairy products, flour, butter, canned salmon and apples valued at between \$6,000,000 and \$7,000,000. Philippine representatives here say that the Northwestern states are in danger of losing some of this trade if the proposed statutes against cocoanut oil are enforced.

Margarine Interests Protest.

In a letter addressed to the Chamber of Commerce of the United States calling attention to this situation, President B. S. Pearsall of the Institute of Margarine Manufacturers says:

"An active campaign in favor of this referendum is being carried on by the dairy organizations of Oregon and Washington, which fear lest the increasing use of edible vegetable oils may interfere with the sale of dairy products. In this campaign the dairy interests are circulating unwarranted and absurd charges against the healthfulness of vegetable oils, notwithstanding the fact that the purity and wholesomeness of these products have been affirmed and reaffirmed by the foremost dietetic authorities.

"On the ground that these practices are unfair and un-American and, as a general

principle, dangerous to interstate trade, we ask your organization to communicate with its members and affiliated organizations in Oregon and Washington pointing out the dangers of the situation and asking their help in defeating the proposed referendum."

DANES EAT MARGARINE.

The tendency toward the establishment of large numbers of small margarine factories throughout Denmark, noted during the past ten or fifteen years, has continued during 1923, according to a resume of the industry just received by the Department of Commerce from Consul General Marion Letcher, Copenhagen. This is in spite of the fact that a few large factories could easily take care of the entire market.

The number of margarine factories in Denmark increased from 20 in 1910 to 110 in 1923, 30 being established during the past war. That the small factories are of minor importance, however, when the total production is taken into consideration, will be seen when it is noted that the ten largest factories produced four-fifths of all the margarine, while 74 small factories produced only about 1/20 of the entire output.

The total production last year amounted to 65,223,623 kilograms, compared with nearly fifty-six million kilograms during each of the preceding three years. Practically all of this margarine is consumed in the country, the people exporting the butter and consuming this cheaper substitute.

GERMAN MARGARINE.

Due to the current cash and credit shortage unfavorable conditions are reported from the German margarine industry, writes Assistant Trade Commissioner M. L. Goldsmith from Berlin. A number of well-established concerns are said to be in very serious financial difficulties, and several failures of large plants have been reported during the last month. Despite these conditions the founding of new margarine factories apparently continues, and the "Berliner Tageblatt" claims that this "founding fever" has caused more new enterprises to be started in the margarine industry than in any other.

Aside from the shortage of capital, making the purchases of foreign raw materials difficult, the German industry is now faced with serious competition from Holland and Denmark.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 16, 1924.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98% powdered caustic soda, \$4.16@4.45 per cwt.; 58% carbonate of soda, \$2.04@2.10 per cwt.

Clarified palm oil in casks 2,000 lbs., 7 3/4 @8c lb.; olive oil foots, 9 3/4 @10c lb.; East India Cochin cocoanut oil, 13 1/2 @14c lb.; Cochin grade cocoanut oil, domestic, 10 3/4 @11c lb.; Ceylon grade cocoanut oil, 10 1/4c lb.

Prime summer yellow cottonseed oil, 13 @13 3/4c lb.; Soybean oil, 12 1/4 @12 1/2c lb.; linseed oil, 9 7c @ \$1.00 gallon; peanut oil in barrels, New York, deodorized 15 1/2 @16c lb.; red oil, 9 @9 1/4c lb.

Extra tallow, F. O. B. seller's plant, 7 1/4c lb.; dynamite glycerine, nominal, 16 1/2 @16 3/4c lb.; saponified glycerine, nominal, 12 1/2c lb.; crude soap glycerine, nominal, 11c lb.; chemically pure glycerine, nominal, 17c lb.; prime packers grease, nominal, 6 7/8 @7c lb.

VEGETABLE OIL MARKETS.

COCOANUT OIL—The market was firmer with some improvement in demand and with offers light and strongly held. Copra offerings are scarce and limited. At New York Ceylon in barrels was 9 3/4 @ 9 1/2c; tanks N. Y. 8 3/4 @ 8 1/2c, Pacific coast 8 @ 8 1/2c, edible barrels N. Y. 10 3/4 @ 11c; Cochin barrels 9 3/4 @ 10c.

SOYA BEAN OIL—A good demand with limited available supplies made for a stronger market in the oil, strength in other oil are also having a strengthening effect. At New York crude in barrels was quoted at 12 1/2 @ 12 3/4c; edible 13 1/2c, tanks N. Y. 10 3/4c; Tanks coast 10 1/4c.

PEANUT OIL—The market continues firm with a scattered fair demand and with light available stocks the feature. New York was again quoted at 14 1/2 @ 14 3/4c.

CORN OIL—The rapid advance in cottonoil has tended to bring about further strength in corn oil and prices of the latter are somewhat higher than a week ago. Offers from the west were light on the upturn. At New York crude in bbls. 11 1/2 @ 11 3/4c; refined barrels 12 1/4 @ 12 1/2c; Cases 13.38c; tanks Chicago 9 3/4c.

PALM OIL—A lack of spot stock remains the feature in this oil and with offerings light and strongly held prices have ruled firm. Demand is fair and the firmness in other greases makes far more inquiry for Palm oils. At New York Lagos spot is 7 1/2 @ 7 3/4c; shipment 7 1/2 @ 7 3/4c; Nigre spot 7 1/4c; shipment 7 1/4c.

PALM KERNEL OIL—The market while quiet has a very firm undertone with a fair inquiry reported and imported New York 8 3/4 @ 8 1/2c.

SESAME OIL—A much stronger tone developed with the advance in cottonseed oil and the resale lots of sesame that have been hanging over the market have been absorbed. Offers at present more strongly held. At New York spot sesame is quoted at 12 @ 12 1/2c, while offers from abroad were at 11 3/4 @ 12c delivered.

COTTONSEED OIL—A good demand for this oil continues but the advance of late has made for a disposition to await a setback as the bulge has been rather rapid. At New York refined in barrels was quoted at 11 3/4 @ 12c while crude oil was more or less nominal with little available, small sales 10c in the southeast, 10 1/4c Texas.

SOUTHERN MARKETS.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 17, 1924.—Prime cottonseed, \$39.00 delivered Dallas; cottonseed oil, 10 1/2c; 43% cracked cake and meal, \$42.00 for Dallas, hulls, \$11.00 ton; mill run linters, 4 1/2 @ 5 1/2c.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 17, 1924.—Both crude and refined oil practically unobtainable. Recent prediction of exceptional strength finally realized. Prime summer yellow quoted 12c New Orleans; bid 11 5/8 @ 11 3/4c. Thirty-six per cent meal, \$38.40; 41% meal, \$43.00; 43% meal, \$44.40; loose hulls, \$15.30; sacked hulls, \$19.50, New Orleans. All markets firm.

VEGETABLE OIL COSTS.

An investigation into the cost of production of vegetable oils has been started by the United States Tariff Commission. The commission recently announced that \$45,595 had been set aside for this investigation have already been sent to the Orient, to get production figures there.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, July 1 to July 16, 100 bbls.

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Broader—Market at New Season's Highs—Cash Trade Fair—Lard and Grain Strength Factors—Government June Report Awaited—Cotton Progressing Favorably.

A further broadening in trade in cottonseed oil futures on the New York Produce Exchange developed the past week. With bull fever running high in all commodities, prices easily reached new high levels for the season for all positions excepting July, that delivery getting within a few points of the best prices on the crop. At times the buying was general, and with speculative pressure light, profit taking sales were readily absorbed, and what opposition the ring bears offered was easily swept aside.

A surprising fact was the strength in the new crop deliveries, which practically kept pace with the old crop months, notwithstanding favorable progress of the new cotton crop. The latter was easily out-weighted as a price-making feature, first by the smallness of the available stocks of oil for the balance of the season, and secondly by the strength in the lard and the grain markets.

Corn Still Headed Up.

The upward trend in corn continued at

a terrific pace, the July getting above \$1.11 per bu., making for a further unsatisfactory feeding basis, and tending to impart strength to hogs and to lard, notwithstanding a continued large run of hogs, a limited foreign lard demand, and an increase of over six million pounds in Chicago lard stocks the first half of July. This brought the present Chicago stocks to 98,394,000 lbs. against 65,057,000 lbs. at this time last year.

The scarcity of crude oil made itself felt again this week with some small sales in the southeast at ten cents, and reports of sales of 10 $\frac{1}{4}$ c Texas. At the same time, Texas interests reported sales of loose refined cotton oil to a prominent western compounder at a basis of 11 $\frac{3}{4}$ c Texas common points, which was equal to nearly 12 $\frac{1}{4}$ c New York, and which made the Sept. delivery appear relatively low, as long as that position remained under the twelve cent level.

The increased speculative activity in the market created an over-bought condition on Tuesday, resulting in a sharp setback, the Sept. breaking over a half cent a pound from the highs of that day, refiners' selling uncovering stop-loss orders and the technical position of the market forc-

ing the decline. A break in the outside markets started the selling, but with the weak holders shaken out, offerings dried up, and prices recovered more than half of the losses later in the week, the distant months, in fact, getting back to about the season's highs.

September Hedges Removed.

Refiners' brokers continued to remove September hedges at very favorable opportunity, and the past week has seen some aggressive commission house buying of October, which many were inclined to believe was hedging short Sept. oil. In general sentiment is more friendly to the market, but on the bulges more caution is in evidence. However, the breaks bring about better support, and on the whole it appears as though this market is to experience more rapid fluctuations on both sides for the immediate future.

The inherent position of cotton oil is decidedly strong. It is quite true that cash trade has fallen off somewhat from the recent pace, possible due to the advance, and partly due to the fact that consumers have satisfied their immediate wants, but the demand must fall off, for some weeks, to prevent an actual famine in cash oil. At the same time the favor-

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able cotton crop outlook does not supply cash demand to any great extent during September and the early part of October. This means that a favorable cotton outlook, when supplies are short as they are this year, is not a very important bearish argument. Even if a cotton crop of over 12,000,000 bales is finally grown, it might easily take until November or December for the new oil to fill up the holes, and for stock to begin to increase and have a depressing effect upon the market.

Lard Will Help Oil Market.

At the same time, the oil market this year will have help from lard rather than having the lard market drag it down, like it did a year ago. Last year hog supplies were large, and lard relatively cheap, materially reducing the compound trade, whereas this year there is an important reduction in the country's hog holdings. This probably forecasts the necessity for substitutes for lard, and the situation is most evidenced by the fact that January lard is roughly 2.50 over January oil, with indications that this spread may widen to three cents a pound or better, if the cotton outlook holds. This also means that at that differential, compound will be on a better competitive basis with lard than it has been at any time this season.

The June Government report on cotton oil consumption and stocks is to be issued possibly the latter part of the present week, and the trade is not only looking for a reduction in the stocks, but is expecting that the stock on hand will prove smaller than a year ago, while June consumption is expected to run 180,000 to 200,000 bbls. against the revised figures for June last year of about 143,000 bbls.

If the stocks in the report are smaller than a year ago, or even slightly larger than last year, there is little doubt but what the carry-over of old oil on August 1st will be smaller than last year, and a record low carry-over, as every indication points to heavier distribution during July than for the same period last year.

COTTONSEED OIL—Market transactions—

Thursday, July 10, 1924.

	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot			1140	a
July			1135	a 1150
Aug.	2400	1135	1123	1133 a 1137
Sept.	7600	1125	1115	1122 a 1124
Oct.	7400	1044	1037	1040 a 1042
Nov.	300	950	945	945 a 950
Dec.	600	941	935	936 a 939
Jan.			936	a 940
Feb.			938	a 940

Total sales, including switches, 23,100 P. Crude S. E. 950 nom.

Friday, July 11, 1924.

	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot			1160	a
July	100	1150	1150	1163 a 1175
Aug.			1155	a 1175
Sept.	13100	1157	1124	1142 a 1145
Oct.	4900	1069	1040	1052 a 1055
Nov.	700	980	964	963 a 966
Dec.	300	970	945	940 a 950
Jan.	700	965	937	947 a 955
Feb.			945	a 960

Total sales, including switches, 20,000 P. Crude S. E. 975 nom.

Saturday, July 12, 1924.

	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot			1160	a
July			1160	a 1200
Aug.			1160	a 1175
Sept.	2400	1157	1148	1156 a 1158
Oct.	2100	1066	1055	1065 a 1066
Nov.			974	a 980
Dec.	700	975	968	965 a 970
Jan.			960	a 974
Feb.			960	a 973

Total sales, including switches, 5,200 P. Crude S. E. 975 nom.

Monday, July 14, 1924.

	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot			1200	a
July	400	1199	1175	1290 a 1300
Aug.	2300	1200	1187	1195 a 1205
Sept.	7400	1188	1162	1179 a 1180
Oct.	7700	1097	1070	1095 a 1096
Nov.	400	1010	985	1005 a 1010
Dec.	6800	996	975	990 a 995
Jan.	500	998	994	990 a 996
Feb.			995	a 1005

Total sales, including switches, 26,100 P. Crude S. E. 1,000 Sales.

Tuesday, July 15, 1924.

	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot			1200	a
July			1175	a 1300
Aug.	500	1190	1183	1160 a 1170
Sept.	14900	1197	1140	1146 a 1148
Oct.	13400	1102	1072	1075 a 1078
Nov.			987	a 990
Dec.	200	1004	965	960 a 970
Jan.	400	995	965	964 a 969
Feb.			960	a 980

Total sales, including switches, 29,400 P. Crude S. E. 1,000 Noml.

Wednesday, July 16, 1924.

	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot			1215	a
July			1215	a 1250
Aug.			1190	a 1200
Sept.	10400	1185	1155	1179 a 1180
Oct.	4700	1101	1082	1098 a 1100
Nov.	1000	1015	994	1012 a 1015
Dec.	1500	995	965	980 a 995
Jan.			980	a 998
Feb.			985	a 1005

Total sales, including switches, 17,600 P. Crude S. E. 1,000 Noml.

Thursday, July 17, 1924.

	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot			1230	bid
July	1240	1232	1230	a 1300
August	1209	1205	1215	a 1225
September	1211	1195	1210	a 1211
October	1130	1115	1128	a 1129
November	1040	1035	1035	a 1037
December	1015	1000	1016	a 1018
January	1015	1005	1017	a 1020
February			1017	a 1030

SEE PAGE 37 FOR LATER MARKETS.

GERMAN FAT TRENDS.

The falling off of vegetable oil imports into Germany this year from 7,710 metric tons in March to 4,395 metric tons in April, clearly reflects the effects of the financial and credit stringency upon the German margarine industry. The total imports of oil for the first nine months of the crop year, August to April, were 50,139 metric tons, according to statistics taken from the Monatliche Nachweise and transmitted to the Department of Commerce from H. B. Smith, Special Representative, London, England.

The relative steadiness in the importation of the richer animal fats likewise reflects both a demand on the part of the German people for the largest possible fat value for their money, and the somewhat more favorable position of foreign sources of fat supply as contrasted with manufactured fat in Germany. March imports of animal fats totaled 23,331 metric tons, as compared with 22,743 metric tons for April. The total imports for the nine months, August to April, was 186,131.3 metric tons. The imports of vegetable oils are running below similar imports during 1922-23, and the pronounced credit stringency in Germany is also causing these imports to run below the early estimates for this year.

Imports of animal fats, on the other hand, are running above the 1922-23 average and also above forecasts for this year. The present rate of animal fat imports, if maintained, will closely approach the 268,000 tons imported during the pre-war year of 1912-13. In general the principal increase occurs in the importation of hog lard and the importation of butter.

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COTTON OIL FUTURES

On the New York Produce Exchange

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products made new highs for season with fewer hogs and advancing corn market, with general commission house buying absorbing hedges and profit taking. Hog movement on whole somewhat smaller. European demand limited; domestic trade fair; outward shipments liberal.

Cottonseed Oil.

Cottonseed oil made new highs on whole list owing to general buying while lard and grains reacted owing to disappointing Government report. June consumption, 153,000 barrels, or 50,000 less than expected, but 10,000 more than last year; while visible stocks were 503,000 barrels against 512,000 last year. Stocks are so small that tightness in cash oil is bound to continue and carry over will probably be lightest on record. Selling on break mostly professional and not of strong character.

Quotations on cottonseed oil at Friday noon, were July, \$12.25 bid; August, \$12.00 @12.25; September, \$11.90@11.93; October, \$11.06@11.07; November, \$10.16@10.17; December, \$9.92@9.97; January, \$9.90@9.99; February, \$9.95 asked.

Tallow.

Tallow, extra, 7½c.

Oleo Oil and Stearine.

Stearine, 13c, sales.

FRIDAY'S GENERAL MARKETS.

New York, July 18, 1924.—Spot lard at New York, prime western, \$13.65@13.75, middle western, \$13.50@13.60; city, steam, \$12.75; refined, continent, \$13.75; South American, \$13.95@14.00; Brazil kegs, \$15.00, compound, \$13.75@14.00.

Liverpool Provision Markets.

Liverpool, July 18, 1924.—(By Cable)—Quotations today: Shoulders, square 65s; shoulders, picnics, 57s; hams, long cut, 88s; hams, American cut, 93s; bacon, Cumberland cut, 75s; bacon short backs, 76s; bellies, clear, 77s; Wiltshire sides, American, 74s; Canadian, 80s; spot lard, 73s 6d.

Hull Oil Market.

Hull, England, July 18, 1924 — (By Cable).—Refined cottonseed oil, 43s 3d; crude cottonseed oil, 40s.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 18, 1924, shows exports from that country were as follows: To England, 107,830 quarters; to the continent, 100,950 quarters; to other ports, 634 quarters.

Exports for the previous week were as follows: To England, 205,898 quarters; to the continent, 85,346 quarters; to other ports, none.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zann.)

New York, July 16, 1924.—Wholesale prices on green and sweet pickled pork cuts:

Pork lions, 21@22c; green hams, 8-10 lbs., 17c; 10-12 lbs., 16½c; 12-14 lbs., 16½c; green picnics, 4-6 lbs., 10@11c; 6-8 lbs., 14c; green clear bellies, 6-8 lbs., 14c; 8-10 lbs., 13½c; 10-12 lbs., 13c; 12-14 lbs., 13c; green rib bellies, 10-12 lbs., 12½c; 12-14 lbs., 12½c; S. P. clear bellies, 6-8 lbs., 11c; 8-10 lbs., 11½c; 10-12 lbs., 12c; 12-14 lbs., 11c; S. P. rib bellies, 10-12 lbs., 11c; 12-14 lbs., 11c; S. P. hams, 8-10 lbs., 16½c; 10-12 lbs., 16½c; 12-14 lbs., 16c; 18-20 lbs., 19c; dressed hogs, 11½c; city steam lard, 12½c; compound, 13¾c.

RECEIPTS AT CENTERS.

SATURDAY, JULY 12, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	600	9,000	2,900
Kansas City	500	3,500	...
Omaha	200	115,000	800
St. Louis	100	1,000	100
St. Paul	...	1,000	100
Oklahoma City	100	300	...
Fort Worth	800	100	...
Milwaukee	100	100	...
Denver	...	500	...
Louisville	100	1,300	2,000
Wichita	...	2,400	700
Indianapolis	100	7,000	100
Pittsburgh	100	4,000	400
Cincinnati	200	2,200	900
Buffalo	200	1,500	200
Cleveland	200	2,000	200
Nashville, Tenn.	100	900	1,600
Toronto	...	1,700	800

MONDAY, JULY 14, 1924.

Chicago	24,000	96,000	15,000
Kansas City	21,000	17,000	5,000
Omaha	8,000	17,000	10,500
St. Louis	10,000	16,000	3,000
St. Joseph	2,600	10,000	1,000
Sioux City	2,700	15,000	1,000
St. Paul	6,700	21,000	2,200
Oklahoma City	900	900	...
Fort Worth	2,300	1,200	800
Milwaukee	200	400	...
Denver	2,600	1,300	500
Louisville	100	1,800	2,000
Wichita	1,500	1,600	...
Indianapolis	1,500	8,000	200
Pittsburgh	1,200	7,500	2,500
Cincinnati	1,700	5,400	1,500
Buffalo	2,600	14,000	1,700
Cleveland	1,000	6,500	400
Nashville, Tenn.	200	1,200	1,600
Toronto	1,100	1,200	800

TUESDAY, JULY 15, 1924.

Chicago	8,000	31,000	9,000
Kansas City	12,000	10,000	4,000
Omaha	8,000	21,000	11,500
St. Louis	9,000	21,000	9,000
St. Joseph	2,700	7,000	3,200
Sioux City	3,500	17,000	...
St. Paul	1,800	10,000	300
Oklahoma City	1,500	300	...
Fort Worth	8,000	200	...
Milwaukee	700	3,800	1,000
Denver	100	1,800	1,500
Louisville	1,100	1,000	400
Wichita	1,500	13,000	600
Indianapolis	400	3,500	2,800
Pittsburgh	100	3,000	600
Cincinnati	100	2,500	200
Buffalo	200	1,200	1,000
Cleveland	1,400	1,000	400
Nashville, Tenn.	...	...	...
Toronto	...	...	...

WEDNESDAY, JULY 16, 1924.

Chicago	19,000	23,000	9,000
Kansas City	9,000	13,000	4,000
Omaha	8,500	20,000	11,000
St. Louis	7,500	10,000	3,000
St. Joseph	7,500	7,500	2,700
Sioux City	3,000	20,000	...
St. Paul	1,300	12,500	300
Oklahoma City	600	500	...
Fort Worth	5,000	80	...
Milwaukee	100	1,000	200
Denver	800	1,600	500
Louisville	100	1,400	1,600
Wichita	700	1,000	300
Indianapolis	1,200	12,000	600
Pittsburgh	100	2,000	300
Cincinnati	200	600	4,500
Buffalo	200	3,000	100
Cleveland	200	3,000	300
Nashville, Tenn.	200	1,200	800
Toronto	1,100	1,400	300

THURSDAY, JULY 17, 1924.

Chicago	13,000	23,000	12,000
Kansas City	5,500	7,000	4,000
Omaha	4,000	17,500	7,500
St. Louis	2,500	10,000	2,000
St. Joseph	1,000	15,000	6,000
Sioux City	2,300	9,000	600
St. Paul	800	200	...
Oklahoma City	5,500	1,500	...
Fort Worth	500	2,700	1,200
Denver	...	800	400
Wichita	1,100	8,000	400
Indianapolis	...	2,000	500
Pittsburgh	...	400	2,500
Cincinnati	100	2,500	500
Buffalo	300	4,000	800
Cleveland	...	...	...

FRIDAY, JULY 18, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	31,000	14,000
Kansas City	2,000	6,000	1,000
Omaha	1,000	13,500	7,000
St. Louis	1,500	11,000	1,500
St. Joseph	600	4,000	1,200
Sioux City	1,500	18,000	100
St. Paul	1,200	5,500	300
Oklahoma City	800	2,000	...
Fort Worth	1,000	800	500
Milwaukee	100	300	100
Denver	...	300	3,400
Wichita	1,200	10,000	600
Indianapolis	100	3,000	300
Pittsburgh	500	4,800	2,700
Cincinnati	100	4,000	600
Buffalo	200	3,000	800
Cleveland	...	...	...

TRADE GLEANINGS.

The cotton oil plant at Gastonia, N. C., has been sold to J. Flay Bess.

The packing plant of the Goose Lake Valley Meat Market, Lakeview, Ore., has been remodeled and re-equipped.

Fred A. Moch has recently opened another sausage factory at 749 Broadway, Albany, N. Y. This will supplement his plant located at 835 Broadway.

The United Oil & Fertilizer Corporation has been chartered in Chincoteague, Va., with Wm. A. Larner, president, and Alexander A. Barber, secretary.

The American Meat Tenderer Corporation has been incorporated in Jersey City, N. J., with a capital stock of \$100,000 to manufacture and deal in butchers' supplies.

The Southern Maryland Fertilizer Works has been incorporated in Baltimore, Md., with a capital stock of \$550,000 by Albert J. Boyle, Henry B. Frere and L. Dorsey.

The Buras Union Packing Company has been incorporated in Buras, La., with a capital stock of \$10,000, with Ernest F. Cognovich, president, and Morris Broussard, secretary.

Several changes and enlargements are being made on the plant of the Zehner Packing Co., Bellevue, Ohio. The changes, when completed, will permit greatly enlarged production.

A. Lesser's Butcher's Fat Corporation has been incorporated in Brooklyn, N. Y., with a capital stock of \$10,000, by A. Lesser and G. Bialeck. The company is a fat rendering concern.

The Carstens Packing Co., Tacoma, Wash., has begun construction on a new unit of its proposed new packing plant. The new building, costing \$75,000, will be used for cutting and handling pork and pork products.

The Plano Cotton Oil Mill, Plano, Texas, has been sold to Ed. Woodall, G. E. White, J. W. Shepard and J. W. Shepard, Jr. Certain repairs will be made to the mill, after which it will be reopened with J. W. Shepard, Jr., as manager.

The Keystone Cotton Oil Mill Company has been incorporated in Mound Bayou, Miss., by L. J. Martin, W. H. Hurdle and J. H. Harvey. The new concern has taken over the plant of the Mound Bayou Cotton Oil Co.

The plant of the Rainier Corporation, which was organized a year ago in Seattle, Wash., will start to slaughter livestock around September 1. The old brewery, which was taken over by the new concern, is being remodeled into an up-to-date packing plant.

Citizens in West Seattle, Wash., recently voted a protest against the proposition of allowing Barton & Co. to rebuild a packinghouse on its present site. In spite of the fact that officials of the company explained that all odors would be eliminated, the vote was against the new plant.

What must be done to dry salt meats, if smoked, before going to the smokehouse? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, July 17, 1924.

CATTLE—All killing classes lost price ground, increased receipts locally and at other large market centers being an echo of the eagerness of finishers to ship in the face of mounting corn values. Beef steers and yearlings closed the week 25@50c lower, plain youngsters showing more loss.

With the exception of a meager supply of well-conditioned fat cows and heifers, the fat she stock market was semi-demoralized late at 50@75c lower prices than obtained a week earlier. Canners and cutters were scarce, however, and held about steady.

Bulls, bolognas and heavy rough fat kinds, dropped 50@60c, handyweight and yearling beef bulls showing less loss.

Veal calves fluctuated and finished the week largely \$1.00 lower, packers paying upward to \$10.50 today.

Handyweight and weighty fed steers topped at \$11.00, the high mark today being \$10.85 for 1,558 lb. averages. Yearlings sold more actively than heavies. Best long fed yearlings topped for their class at \$10.50.

HOGS—A record July run of 91,965 on Monday resulted in the only downturn to prices in the last ten days. Later supplies moderated and demand grew more urgent which imparted further strength with a net gain of 35@55c as compared with last Thursday. Most of the upturn went to medium and heavyweight butchers. This bulge placed the average cost on the highest level of the current year, while the top of \$8.10 was 35c above the previous high mark in May. Packing sows sold up to \$7.45, which was a record for the year.

SHEEP—Materially reduced range arrivals allowed fat lamb values to advance from 75c@\$1.00, but at the close of the week some reaction had set in owing to a weakness on the dressed product. Fat sheep were very scarce all week and sold generally steady, heavy fat ewes, how-

ever, to fill special orders showed some advance.

Best fat lambs during the week sold upward to \$15.00, and shippers paid upward to \$14.75 at the close for choice natives, which price is contrasted with a \$14.00 top on best westerns a week previous. Best fat ewes on several sessions sold upward to \$6.00, but choice light offerings were absent throughout the entire period.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., July 17, 1924.

CATTLE—With supplies almost twice as large as a week previous, trade in all killing classes was dull, prices falling unevenly. Handyweight fed steers and yearlings had the preference and prices closed largely 25c lower on these while plainer grades and weighty kinds were neglected and dropped 25@50c. Many straight grassers from Oklahoma and cake feds of Texas origin arrived, most sales being 25@40c under a week ago.

The week's top of \$10.25 was scored on

both yearlings and handyweights, best heavy heaves landing at \$9.85. Bulk of native fed steers sold from \$7.50@9.50; cake feds went from \$6.25@8.35 and straight grassers at \$5.50@6.00.

Better grades of fed cows and heifers closed 25@35c lower while inbetween grades have suffered declines of 75c@\$1.00. Canners and cutters are 15@25c off and most bulls sold 35@50c lower.

All killing calves met narrow outlet and prices are from \$2.00@2.50 lower, best veals on the close going at \$7.50.

HOGS—Prices on all classes of hogs have advanced during the week and the year's high point as reached today when best strong weight butchers sold up to \$7.75. Bulk of lights and butcher grades gained 30@35c, while light lights showed less advance due to narrow shipping outlet. Bulk of the more desirable grades of all weights sold today from \$7.50@7.70; packing sows advanced 25@35c, most arrivals going at \$6.75@6.85.

SHEEP—Fat lamb prices show gains of 75c@\$1.00 over a week previous while aged sheep closed fully 25c higher. The week's top was scored on Colorado lambs on early sessions at \$14.35. Best natives landed at \$14.25, no range lambs were offered on late days, most of the native offerings cashing from \$13.25@14.00. Fed Texas wethers sold at \$7.25 and Colorado ewes brought \$6.00@6.50, odd lots of natives going from \$5.50@6.00.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 17, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$ 8.10	\$ 7.75	\$ 7.60	\$ 8.10	\$ 7.80
BULK OF SALES.....	7.50@ 7.90	7.30@ 7.60	6.85@ 7.60	7.75@ 8.05	6.75@ 7.60
Hvy. wt. (250-350 lbs.), med.-ch.....	7.85@ 8.10	7.50@ 7.75	7.35@ 7.60	7.85@ 8.10	7.35@ 7.60
Med. wt. (200-250 lbs.), med.-ch.....	7.80@ 8.05	7.45@ 7.70	7.15@ 7.60	7.80@ 8.10	7.25@ 7.60
Lt. wt. (160-200 lbs.), com.-ch.....	7.35@ 7.95	7.05@ 7.60	7.00@ 7.55	7.45@ 8.00	6.90@ 7.60
Lt. lt. (130-160 lbs.), com.-ch.....	6.35@ 7.70	6.15@ 7.20	6.00@ 7.25	6.40@ 7.75	6.50@ 7.50
Packing hogs, smooth.....	7.00@ 7.45	6.75@ 6.85	6.90@ 7.15	6.85@ 6.85	6.75@ 7.00
Packing hogs, rough.....	6.70@ 7.00	6.60@ 6.75	6.60@ 6.90	6.25@ 6.65	6.50@ 6.75
Slighter, pigs (150 lbs. down), med. ch.....	5.50@ 6.75	5.00@ 6.35	4.50@ 6.75	6.00@ 7.00	.....
Av. cost and wt. Wed. (pigs excluded)	7.49-251 lb.	7.33-222 lb.	7.18-250 lb.	7.72-215 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime.....	10.15@11.00	9.70@10.60	9.70@10.50	10.00@10.75	.....
Good.....	9.15@10.25	8.65@ 9.85	8.70@ 9.70	9.00@10.00	8.50@ 9.50
Medium.....	7.75@ 9.35	7.00@ 8.35	7.35@ 8.70	6.75@ 9.00	7.00@ 8.75
Common.....	5.75@ 7.75	5.25@ 7.25	5.65@ 7.35	5.75@ 6.75	5.50@ 7.15
STEERS (1,100 LBS. DOWN):					
Choice and prime.....	10.00@10.65	9.60@10.50	9.50@10.25	9.75@10.50	.....
Good.....	9.25@10.25	8.50@ 9.75	8.40@ 9.70	8.75@ 9.75	8.25@ 9.25
Medium.....	7.85@ 9.35	6.00@ 8.65	7.25@ 8.70	6.50@ 8.75	6.75@ 8.25
Common.....	5.35@ 7.75	5.00@ 6.50	5.15@ 7.35	5.00@ 6.50	4.75@ 6.75
Canner and cutter.....	4.00@ 5.35	3.50@ 5.00	3.75@ 5.15	3.50@ 5.00	3.00@ 4.75
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down).....	8.50@10.00	8.00@ 9.85	8.00@ 9.65	8.00@ 9.50	7.50@ 9.00
HEIFERS:					
Good-choice (850 lbs. up).....	7.35@ 9.50	6.50@ 8.75	6.65@ 9.00	6.00@ 8.00	6.00@ 8.50
Common-med. (all weights).....	4.75@ 7.35	3.50@ 6.50	4.00@ 6.65	4.00@ 6.00	4.00@ 6.00
COWS:					
Good and choice.....	5.35@ 8.00	5.00@ 7.50	5.40@ 8.00	4.75@ 6.75	4.50@ 7.00
Common and medium.....	3.75@ 5.35	3.15@ 5.00	3.50@ 5.40	3.50@ 4.75	3.00@ 4.50
Canner and cutter.....	2.50@ 3.75	2.00@ 3.15	1.75@ 3.50	1.75@ 3.50	2.00@ 3.00
BULLS:					
Good-ch. (beef yrags, excluded).....	4.75@ 6.85	4.50@ 5.75	4.75@ 6.65	5.00@ 6.50	4.75@ 6.25
Can.-med. (canner and bologna).....	3.50@ 4.90	3.00@ 4.50	3.75@ 4.75	3.00@ 6.00	3.00@ 4.75
CALVES:					
Med.-ch. (190 lbs. down).....	8.50@10.75	6.00@ 8.00	7.25@ 9.75	6.50@ 8.75	5.75@ 8.00
Cull-com. (190 lbs. down).....	5.00@ 8.50	3.00@ 6.00	4.50@ 7.25	3.50@ 6.50	3.50@ 6.25
Med.-ch. (190-200 lbs.).....	5.00@10.50	4.25@ 7.75	5.00@ 9.25	4.50@ 8.75	4.00@ 7.75
Med.-ch. (200 lbs. up).....	4.00@ 7.75	4.00@ 6.50	4.50@ 7.50	4.00@ 6.50	3.50@ 6.50
Cull-com. (190 lbs. up).....	3.00@ 8.25	3.00@ 4.90	3.00@ 7.00	3.00@ 4.00	3.00@ 7.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down).....	12.25@14.75	12.00@14.75	12.25@14.15	11.50@13.25	11.50@14.00
Lambs, cull-com. (all weights).....	8.75@12.25	6.75@12.00	8.00@12.25	7.00@11.50	8.00@11.50
Yearling wethers, med.-prime.....	9.50@12.50	8.50@12.00	9.00@12.00	8.75@11.75	8.75@11.50
Wethers, med.-pr. (2 yrs. old and over).....	5.00@ 9.00	5.25@ 8.65	5.00@ 9.00	.....	4.50@ 8.25
Ewes, common to choice.....	3.25@ 6.50	3.00@ 6.50	3.50@ 6.00	3.00@ 5.00	3.00@ 6.00
Ewes, canner and cull.....	1.00@ 3.25	1.00@ 3.00	1.00@ 3.50	1.00@ 3.00	1.00@ 3.00

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OMAHA.

(Reported by U. S. Bureau of Agricultural Economics)

Omaha, Nebr., July 17, 1924.

CATTLE—Receipts during the week were considerably in excess of immediate requirements and prices on beef steers, yearlings and fed she stock received a rather severe price jolt. In general drylot steers and yearlings are 25@50c lower, in-between grades medium and weighty steers off most; shipping cows and heifers 15@25c lower, others 25@50c lower; canners and cutters steady; bulls 10@15c lower; vealers 25@50c lower.

Killing quality was largely medium to good. Bulk of drylot steers sold at \$8.25@9.75; yearlings \$7.25@9.00. Receipts included a few loads of range cattle from northwest states.

Steers cashed into yard traders hands at \$6.00@7.50, cows and heifers at \$3.00@5.00, few \$5.50. Top weighty steers made \$10.25; handyweights \$10.50; yearlings \$10.00; part load \$10.25.

Bulk grain fed cows and heifers sold at \$5.00@7.50 at the close; grassers \$3.75@5.00; canners and cutters \$2.00@3.35; vealers \$9.00@9.50; bologna bulls \$4.40@4.60.

HOGS—Quality of hogs was generally less attractive than a week ago, receipts carrying a more liberal proportion of mixed offerings and packing grades, well-finished butchers being less numerous. Despite continued liberal receipts, prices advanced mostly 50c reaching the high point today with good and choice light hogs and butchers at \$7.50@7.60.

Less desirably finished offerings turned at \$7.00@7.45, packing sows going mostly at \$6.75@7.00, bulk of hogs cleared at \$6.85@7.60; top \$7.60.

SHEEP—The general trend of lamb prices was upward although weakness crept in today and part of the advance was lost. Compared with a week ago lamb values are 50@75c higher. The big end of the receipts has been range lamb offerings from Idaho, Nebraska and Oregon, quality grading mostly good and choice.

Bulk fat lambs cleared on Thursday at \$14.00@14.15, extreme top for the period reached Wednesday when choice Idahos cleared upward to \$14.50. A few loads of fed clipped lambs cleared from \$12.50@12.65; yearlings \$9.25@12.00.

The supply of fat ewes has been limited and prices have advanced 25c, choice fat ewes clearing upward to \$6.00.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics)

E. St. Louis, Ill., July 17, 1924.

CATTLE—Abnormally large receipts for the first four days this week were responsible for price reductions on all classes, compared week ago native beef steers 25@75c lower; Texas steers 25@50c lower; light yearlings and heifers and beef cows 50c@\$1.00 lower, canners and bologna bulls and all stocker and feeder stuff 25c off; light vealers \$2.00@2.75 lower.

Tops for week: native steers, \$7.50@9.25; Texas steers, \$6.00@7.15; light year-

lings and heifers, \$7.50@8.75; cows, \$3.75@5.00; canners, \$2.00@2.25; bologna bulls, \$4.00@5.00.

HOGS—With a 20 per cent cut in receipts, hog prices advanced 50c this week reaching \$8.10 today for first time since last October. Good hogs were scarce and there was a scramble for those with weight although the advance was shared by all weights over 150 lbs. kinds, scaling less than that figure showing little change. Big packers bought sparingly on the advance leaving most offerings to shippers and butchers.

Bulk butcher hogs, 200 lbs. and over, brought \$7.95@8.05 today; bulk 170@190 lb., \$7.75@7.95; 130@150 lbs., \$6.75@7.40; 110@130 lbs., \$6.25@6.75; packing sows, \$6.75@6.85.

SHEEP—\$14.00 lambs featured the trade this week, top reaching that figure Wednesday. Market weakened later and \$13.75 became the high mark.

Bulk today \$13.50@13.75; culls \$7.00, these prices showing \$1.00@1.25 over week ago. Sheep values did not change, most fat ewes \$3.50@5.00.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, July 15, 1924.

CATTLE—Continued heavy marketing of corn fed cattle, many of them not yet fully ready for market, has at last had an effect of breaking the market. With supplies of 2,500 for today and a half week total of 9,500, prices for the fat grades broke fully 20@25c today, this setting values back to not better than steady to a shade under the close last week.

The market was slump on all grades, but the heavy end of decline was shown in the higher priced grades of steer. Choice strong weight yearlings sold at \$10.25 for the day's top, many medium to strong weight beeves unsold at a late hour. Little sold above \$9.50 and the bulk of good beeves of all weights went between \$9.00@9.50; fair to good, \$8.25@9.00, common to fair, \$7.50@8.50.

Bulk of fat cows and heifers, \$6.00@7.50; choice yearlings heifers up to \$6.25; grass butcher cows, \$4.00@5.00; canners as low as \$2.00. Best veal calves \$11.00.

HOGS—After the balloon ascension yesterday in the local hog market, there was a sort of painful suspense here today. Prices on the local yards were away out of line yesterday and there had to be a move to get into line. A few good hogs sold steady early with \$7.50 a top, but at a late hour of the day half the supply of 19,000 was unsold and bidding was at 15@25c under Tuesday's prices.

Bulk of trade done was at \$6.90@7.45, but late bids were under this; heavy pack-

ing mixed were being bid a range of \$6.60@6.90, light mixed of good quality \$6.90@7.00 and better, the shippers taking some of these as high as \$7.25. Half week total of hogs \$1,000.

SHEEP—Little is doing in sheep at this point. Undertone is strong. Less than 1,000 here this week to date.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., July 15, 1924.

CATTLE—Cattle receipts for two days around 6,500, bulk of which were steers and yearlings. Supplies heavy at all points, and trade ruled slow. Compared with last week's close, all killing classes are quoted weak to 25c lower.

Heavy steers sold up to \$9.75 with a few at \$10.00, and bulk of sales ranged \$8.00@9.50. Yearling steers reached \$9.50 and best mixed yearlings sold \$9.15@9.25, with bulk of sales \$8.00@9.00. Kansas grass steers sold \$7.00@7.40.

Best fed heifers sold up to \$8.75, and grassers ranged up to \$7.00. Choice fed cows sold up \$7.00, and grassers ranged largely \$3.50@5.25. Kansas grass cows sold \$4.50@5.65 and Oklahomas \$5.00.

Canners and cutters sold largely \$2.00@3.25, and bulls mostly \$4.00@5.00, with choice butchers up to \$6.50.

Calves opened steady with best veals \$9.50, but closed 50@1.00 lower.

HOGS—Hog receipts for two days totaled around 16,500. With a heavy run at other points Monday the market broke 15@20c, but with lighter supplies Tuesday the market was 10@20c higher. The top was \$7.60 and bulk of sales \$7.10@7.55. Packing sows sold \$6.40@6.65.

SHEEP—Sheep receipts around 6,000 for two days, about half from western points. Market for killing classes 25@50c higher. Western lambs sold \$13.75@14.00, and natives \$13.00@13.75. Western ewes sold \$6.00@6.25 and natives \$5.00@6.00. Yearlings and wethers were scarce.

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Hogs Lambs**

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**Bourbon Stock Yards
Louisville, Ky.**

Reference: Dun & Bradstreet

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., July 16, 1924.

CATTLE—A considerable increase in supplies of cattle at the opening of this week due to the seasonal movement of Dakota and Canadian range stock brought uneven price reductions. These added to last week's shading of costs brought current values on virtually all killing classes with the exception of canners and cutters to a 25¢@50¢ or more lower basis than last Wednesday.

Fed steers and yearlings are still fairly numerous for this season of the year, offerings for the most part being of common and medium grade and selling from \$7.00@8.50 with better grade kinds in load lots upward to \$9.00. Grassy cows and heifers are being marketed freely and sell from \$3.50@4.50 for cows mostly and upwards to \$6.00 for heifers. Canners and cutters are listed at \$2.25@3.00, with bologna bulls from \$4.00@4.50.

HOGS—New record hog receipts for this time of year, here and in Chicago, forced 25¢ lower values on Monday. Tuesday this loss was mostly regained and with a 15¢@20¢ higher market today, good hogs rose to the year's high point, best butcher and bacon hogs topping at \$7.35. Lower grades were salable down to around \$7.00 with many loads of mixed packers and butchers down to \$6.75 and less. Packing sows turned mostly at \$6.50 within a quotable range of \$6.25@6.75.

SHEEP—Fat lambs have netted a gain of fully \$1.00 since last Wednesday, best trimmed natives scoring \$13.75 today, with untrimmed or "bucky" natives mostly \$12.75. Culls were most common at \$8.00. Sheep are around 50¢ higher, \$6.00 taking the best of the light fat ewes. Handy and medium weight sorts cashed at \$5.50 mostly. Practically no yearling wethers have been offered.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 12, 1924:

CATTLE			
	Week ending July 12, 1923.	Prev. week.	Cor. week.
Chicago	30,518	21,849	38,183
Kansas City	24,340	17,502	28,573
Omaha	21,069	14,214	21,812
E. St. Louis	15,092	9,861	10,779
St. Joseph	7,985	5,162	7,689
Sioux City	7,562	7,200	6,772
Cudahy	990	520	1,007
Fort Worth	10,161	4,439	.....
Philadelphia	1,956	1,746	2,351
Indianapolis	2,368	1,173	2,725
Boston	1,581	1,271	1,303
New York & Jersey City	9,936	8,275	5,420
Oklahoma City	5,291	2,283	.....

HOGS			
Chicago	179,100	131,300	181,775
Kansas City	41,796	36,137	36,150
Omaha	86,281	51,784	62,697
E. St. Louis	50,734	34,840	44,889
St. Joseph	41,093	35,121	41,587
Sioux City	50,288	40,806	39,093
Cudahy	20,973	14,615	18,851
Ottumwa	17,435	20,229	17,065
Fort Worth	5,809	2,302	.....
Philadelphia	16,033	14,427	18,395
Indianapolis	26,332	23,707	24,061
Boston	21,245	20,278	22,311
New York & Jersey City	48,319	39,568	31,725
Oklahoma City	2,761	3,546	.....

SHEEP			
Chicago	69,723	42,083	64,337
Kansas City	24,035	19,916	23,369
Omaha	200	15,000	300
E. St. Louis	18,965	10,218	13,375
St. Joseph	16,101	9,263	11,149
Sioux City	297	1,089	.....
Cudahy	488	176	1,300
Philadelphia	3,833	863	.....
Indianapolis	7,438	4,963	6,539
Boston	901	472	1,051
New York & Jersey City	6,156	5,478	7,245
Oklahoma City	50,444	33,894	44,262
.....	26	.....	.....

NEW YORK LIVESTOCK.

Receipts for week ending Saturday, July 12, 1924, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,116	8,002	7,212	51,548
New York	672	4,136	15,292	14
Central Union	2,335	792	.....	2,113
Total	7,123	12,930	32,504	53,663

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, July 12, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	6,115	14,500	20,802
Swift & Co.	7,692	18,200	28,601
Morris & Co.	5,862	17,500	12,043
Wilson & Co.	5,217	17,100	8,277
Anglo American Prov. Co.	1,523	10,200	.....
G. H. Hammond Co.	1,154	10,900	.....
Libby, McNeill & Libby	955	.....	.....
.....	.....	7,700 hogs; Miller & Hart,	.....
.....	.....	7,700 hogs; Independent Packing Co.,	11,000 hogs;
.....	.....	Boyd, Lunham & Co., 9,200 hogs; Western Packing	.....
.....	.....	& Provision Co., 16,000 hogs; Robert & Oake, 8,000	.....
.....	.....	hogs; others, 29,900 hogs.	.....
Total	17,989	6,299	41,796

KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,465	2,096	8,434
Cudahy Pkg. Co.	3,221	978	5,877
Powder Pkg. Co.	599	.....	5,635
Morris & Co.	2,804	.....	.....
Swift & Co.	3,660	1,911	10,160
Wilson & Co.	3,349	388	10,743
Local butchers	882	121	1,411
Total	17,989	6,299	41,796

OMAHA.			
	Cattle.	Calves.	Hogs.
Armour & Co.	5,005	27,383	7,694
Cudahy Pkg. Co.	5,737	27,144	9,611
Dold Pkg. Co.	1,937	9,983	.....
Morris & Co.	3,109	12,801	2,757
Swift & Co.	5,327	21,383	8,441
M. Glassberg	91	.....	.....
Hoffman Pkg. Co.	56	.....	.....
Mayerowich & Vail	79	.....	.....
Mid-West Pkg. Co.	69	.....	.....
Omaha Pkg. Co.	134	.....	.....
John Roth & Sons	157	.....	.....
S. Omaha Pkg. Co.	282	.....	.....
Lincoln Pkg. Co.	282	.....	.....
Nagle Pkg. Co.	282	.....	.....
Sinclair Pkg. Co.	345	.....	.....
Wilson Pkg. Co.	395	.....	.....
J. W. Murphy	9,043	.....	.....
Kennett-Murray & Co.	11,047	.....	.....
Other hog buyers, Omaha	7,400	.....	.....
Total	23,028	126,194	28,503

ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,396	7,251	6,802
Swift & Co.	3,283	14,743	8,424
Morris & Co.	1,386	2,072	2,192
St. Louis Dressed Beef Co.	1,395	.....	.....
Independent Pkg. Co.	719	.....	281
East Side Pkg. Co.	934	.....	6,550
Hell Pkg. Co.	1,794	.....	.....
American Pkg. Co.	105	.....	67
Krey Pkg. Co.	216	.....	.....
Sartorius Pkg. Co.	22	.....	20
Sleiff Pkg. Co.	95	.....	20
Butchers	1,685	10,843	1,504
Total	12,831	46,241	25,840

ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	2,732	555	20,110
Armour & Co.	1,722	80	11,180
Morris & Co.	1,430	467	10,079
Others	2,063	101	12,535
Total	7,937	1,193	53,902

SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	2,856	106	25,014
Armour & Co.	2,980	95	20,123
Swift & Co.	1,480	40	6,943
Sacks & Co.	48	.....	.....
Smith & Co.	9	.....	20
Local butchers	82	47	.....
Packer and order buyer shipments	2,391	.....	54,336
Total	9,841	360	106,136

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Morris & Co.	1,402	649	1,416
Wilson & Co.	2,888	195	900
Others	135	22	445
Total	4,425	866	2,761

WICHITA.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	596	609	4,970
Dold Pkg. Co.	214	100	3,541
Local butchers	182	.....	.....
Total	982	709	8,511

DENVER.			
	Cattle.	Calves.	Hogs.
Swift & Co.	758	360	2,921
Armour & Co.	874	188	3,008
Blazney-Murphy	444	3	1,373
Misc. packers	538	6	1,847
Total	2,614	557	9,149

ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,031	4,198	10,569
Hertz & Ruffin Pkg. Co.	206	67	.....
Katz Pkg. Co.	715	693	.....
Swift & Co.	2,599	6,358	20,461
Others	438	7	7,133
Total	5,961	11,323	56,163

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,978	4,085	32,725	781
Kingan & Co.	2,262	371	19,927	750
Moore & Co.	.....	5,282	.....	.....
Indianapolis Abat. Co.	889	141	1,146	267
Armour & Co.	122	57	4,020	25
F. Heigelmeler & Bros.	.....	908	.....	.....
Brown Bros.	236	50	.....	1
Bell Pkg. Co.	106	0	671	.....
Schussler Pkg. Co.	45	.....	377	.....
Meyer Pkg. Co.	82	19	329	.....
Indianapolis Pkg. Co.	.....	4	274	.....
Wabritz Pkg. Co.	23	81	108	48
Riverview Pkg. Co.	9	2	288	.....
Miscellaneous	699	119	285	281
Total	6,451	4,935	63,430	2,183

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
J. Bauer & Son	301	1	.....	.....
Kroger Gro. & Bak. Co.	125	134	3,020	.....
J. Hillberg & Son	141	.....	57	.....
Gus Juengling	256	120	79	.....
E. Kahn & Son	548	256	4,965	191
C. A. Freund	120	78	261	.....
H. H. Meyer Pkg. Co.	20	.....	3,293	.....
Peoples Pkg. Co.	123	180	.....	.....
Rehm & Son	221	15	.....	.....
J. F. Schroth Pkg. Co.	19	.....	3,773	.....
J. Vogel Son	.....	.....	1,198	.....
J. Hoffman Son	.....	.....	555	.....
Sander Pkg. Co.	.....	2,004	.....	.....
Lohrey Pkg. Co.	.....	.....	324	.....
Ideal Pkg. Co.	.....	.....	1,131	.....
J. Schlacter	.....	.....	148	.....
Sam Gall	.....	.....	500	.....
Total	1,874	784	20,614	1,035

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending July 12, 1924, with corporations:

CATTLE.			
	Week ending July 12, 1923.	Prev. week.	Cor. week.
Chicago	30,518	21,849	27,948
Kansas City	17,989	12,668	20,769
Omaha	23,028	17,694	20,124
St. Louis	12,831	11,835	25,239
St. Joseph	7,937	6,454	9,810
Sioux City	9,841	7,297	7,051
Oklahoma City	4,425	1,558	3,489
Indianapolis	6,451	4,312	7,021
Cincinnati	1,874	570	2,268
Milwaukee	.....	1,084	1,768
Wichita	982	918	1,202
Denver	2,614	1,988	.....
St. Paul	5,961	3,050	6,216

HOGS.

	Week ending July 12, 1923.	Prev. week.	Cor. week.
Chicago	179,100	131,300	185,200
Kansas City	41,796	35,793	36,150
Omaha	126,194	81,201	92,819
St. Louis	40,241	41,319	53,504
St. Joseph	28,063	46,431	49,666
Sioux City	106,136	77,752	79,942
Oklahoma City	2,761	3,546	4,090
Indianapolis	63,430	53,362	65,051
Cincinnati	20,614	13,294	13,318
Milwaukee	.....	4,558	8,122
Wichita	.....	10,985	11,193
Denver	9,149	8,833	.....
St. Paul	56,163	47,203	55,464

SHEEP.

	Week ending July 12, 1923.	Prev. week.	Cor. week.
Chicago	69,723	42,083	64,573
Kansas City	24,035	19,916	23,369
Omaha	200	32,610	30,236
St. Louis	25,449	9,982	24,994
St. Joseph	17,752	11,058	11,440
Sioux City	202	97	813
Oklahoma City	.....	83	5,076
Indianapolis	2,183	1,248	.....
Cincinnati	1,035	640	1,178
Milwaukee	.....	462	811
Wichita	298	182	167
Denver	1,593	1,250	.....
St. Paul	1,982	755	2,631

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending July 10, 1924:

BUTCHER STEERS.			
	1,000-1,200 Lbs.	Same week ended July 10, 1923.	Week ended July 3, 1924.
Toronto	\$ 7.75	\$ 8.25	\$

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—Moderately active. One killer moved 1,000 July heavy cows at 12c. Another moved 3,000 late June and July heavy Texas and later 1,000 additional of the same take-off at 13c, also 5,000 July extreme light native steers at 12c. Another packer's movement late in week included 1,400 June July heavy cows from a western point at 11½c; 700 July heavy cows at 12c; 2,000 July extreme light native steers at 12c; 3,000 April, May, June and July native bulls from St. Paul at 9c. Native light cows were quoted at 11½c; branded cows 9c, last paid and bids of 11½c, for Colorados were reported refused recently; butts quoted at 13c. One local small packer sold his July production of hides estimated around 2,000 at 11½c, for natives and 9½c for brands.

COUNTRY HIDES—Conditions in country hides remained practically unchanged though with a large movement steadily going on in packer hides it was generally expected that country hides would stiffen materially as regards current receipts merchandise. However, outlets in leather for country and packer hides were widely different and it pursued its individual course. The fact that strength and action were in order had an influence in stimulating tanners of country hides to action, lending them considerable courage in making bids. These bids however were below sellers views and were not accepted. As far as activity was concerned country descriptions displayed little life due to a difference of about one half cent in all cases of buyers and sellers. Extremes of current receipts were held at high levels, sellers as a rule asking 11c for such merchandise. Buyers views were down to 10½c for such merchandise containing but few grubs. Current receipts butts mildly grubby were quoted all the day from 8@8½c, while all weight current receipt hides were quoted from 8¼@8½c. Various levels were quoted for the older merchandise, extremes as a rule listed from 10@10½c; butts for 7½@8c, and all weights about the same level. Heavy steers were listed from 10@10½c; heavy cows 7¼@8c; brands 6¼@7c; bulls 6¼@7c, and glues 5@5½c.

CALFSKINS—One packer moved about 8,000 June calfskins at 21c. One car of city calfskins were reported sold by one collector, and later reports stating that this movement would include two cars at 19½c, being ½c higher from last business. No further sales late in week. Outside cities were quoted from 18@18½c, some business being reported recently at the outside rate for first salt descriptions. Outside mixed cities listed from 16@17c, and from 14@16c for country run of calfskins. No business was quoted in kipskins though

further movement in calfskins, it was stated, would result in the sale of kipskins. Packers lots were quotable around 16c, which was last paid. Cities were generally held around 15c more or less, depending upon seller. Outside lots of kip were quoted from 12@13c. Deacons listed from \$1.10@1.15 and slunks listed around \$1.15, which was last paid.

MISCELLANEOUS MARKETS—Unchanged rates were quotable for the following selection. Dry hides listed from 14@15c; horschides \$3.75@4.50 for No. 1 renderers; packer pelts \$1.25; shearings 75@95c; dry pelts 28@32c; pickled skins \$0.50 @9.00 per doz. as to descriptions; hogskins 15@30c; hog strips 4@5.

New York.

PACKER HIDES—There is a good demand for stock and sellers admit moving stock, although they will not divulge details. Recent trading has cleared the market of natives and brands until July 1st. and it is believed that some of the new business was in July salting as slight advances, in line with the increases west. Spread native steers have also been active at 14@14½ as to salting. Recent sales of July natives were at 12½c, while up to 12c, was asked for butts and 11c for Colorados, although it is believed that trading was at less. There are still a few bulls and cows unsold. Nearby small packers are negotiating, although nothing definite has been learned at this writing. Later reports state that two cars of April, May, June native bulls sold at 7½c.

OUTSIDE PACKER HIDES—Markets continue to strengthen. There is a good demand for late receipts and late sales include a couple thousand big packer July native steers at 12½c. Most packers are now sold up to July first, and not anxious to offer July salting. Couple cars of mid-west packer cows sold at 9½c for 45 lbs. and up of April take-off. About 1,700 mid-west small packer May-June natives sold at 11c as a basis for heavies. Small packers are asking 11c for July cows and steers, but not sales confirmed. There is an accumulation of bulls with a car moving at 7½c for May slaughter. Later reports state that about 900 April, May, June Brooklyn hides sold 12c for natives, 9½c for brands. Another report from an Eastern point report of couple cars of July native steers sold at 12c; two cars native cows 10½c; 3 cars April, May, June brands at 10c.

COUNTRY HIDES—There were occasional sales noted in country descriptions. A couple cars of Ohio first salted city hides, 25 lbs. and up reported sold at 8½c selected. Eastern all weight hides are picked up in small lots at 7@7½c, though reports stated that one car of Eastern all weight first salted city hides sold at 8c

flat. Midwest extremes were offered at 10½c and even 11c was talked in some quarters, though buyers are unwilling to better 10c for business. Penna. butts were offered at 8½c down to 8c and not taken, while sales at another Eastern point of three cars of butts small percentage of grubs sold at 8½c.

CALFSKINS—Business was reported in New York cities at \$1.50@2.10 for light and medium weights, and were holding heavies at \$3.05. Some holders continued to entertain still higher asking levels, but buyers were reluctant about paying any premiums and generally are going slow in the way of new purchases. Outside cities were held at strong levels.

FOREIGN WET SALTED HIDES—Business was reported passing right along in wet salted descriptions of foreign hides. Recent trades reported included 2,000 Swift La Plata and 2,000 La Blanca cows at 11½c. Another lot of 500 Cuatreros sold at 11 3/16, and 4,000 Sansinena steers 12¾c. Previous business involved a good volume including 2,000 Cuatreros steers, 27 kilos at \$35.25, equal to 12 3/16c; 2,000 Swift Montevideo 28 kilos at \$40.00 equal to 14 5/16c; 2,000 Swift Montevideos 28 kilos at \$40.50 equal to 14 9/16c all 1st. half July salting; 2,000 Swift La Plata cows and 2,500 Sansinena cows at \$30.50 equal to 11 5/16c; 7,000 Bovril Saldero steers, 26 kilos, early July salting at \$36 equal to 13 1/16c; 1,000 Montevideo saladero cows at 12c; 1,400 Province Rio Grande saldero cows at 10½c; 3,000 Sansinena extremes 15 kilos at 13 7/16c.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending July 19, 1924, with comparisons, are as follows:

PACKER HIDES.				
	Week ending July 19, '24.	Week ending July 12, '24.	Corresponding week 1923.	
Spread native steers	15 @ 15½c	14½ @ 15c	16 @ 18c	
Heavy native steers	@ 13½c	@ 13c	14½ @ 15c	
Heavy Texas steers	12½ @ 13c	@ 12c	13 @ 13½c	
Heavy butt brand steers	12½ @ 13c	@ 12c	13 @ 13½c	
Heavy Colorado steers	11½ @ 12c	@ 11c	11 @ 12c	
Ex-light Texas steers	9 @ 9½c	@ 9c	9½ @ 10c	
Branded cows	9 @ 9½c	@ 9c	9½ @ 10c	
Heavy native cows	11 @ 12c	10½ @ 11c	12 @ 13c	
Light native cows	11½ @ 12c	11 @ 11½c	12½ @ 13c	
Native bulls	@ 8½c	8 @ 8½c	10 @ 11c	
Branded bulls	@ 7½c	6½ @ 7c	9 @ 9½c	
Calfskins	20½ @ 21c	20½ @ 21c	17 @ 17½c	
Kip	@ 16½c	@ 16½c	15 @ 16c	
Slunks, regular	@ 1.15	@ 1.15	1.15 @ 1.20	
Slunks hairless	45 @ 50c	@ 40c	35 @ 40c	

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending July 19, '24.	Week ending July 12, '24.	Corresponding week 1923.	
Natives all weights	@ 10½c	@ 10½c	12 @ 13c	
Bulls native	8 @ 8½c	8 @ 8½c	9 @ 10c	
Branded hides	@ 8½c	@ 8c	10 @ 11c	
Calfskins	@ 19c	@ 19c	16 @ 16½c	
Kip	@ 15c	@ 15c	14 @ 14½c	
Light calf	\$1.50 @ 1.60	\$1.50 @ 1.60	\$1.20 @ 1.35	
Slunks, regular	@ 1.15	@ 1.15	\$1.00 @ 1.10	
Slunks, hairless	No. 1 @ 35	@ 40c	35 @ 70c	

COUNTRY HIDES.

	Week ending July 19, '24.	Week ending July 12, '24.	Corresponding week 1923.	
Heavy steers	8½ @ 9c	8½ @ 9c	11 @ 12c	
Heavy cows	7½ @ 8c	7½ @ 8c	9½ @ 10c	
Butts	7½ @ 8c	7½ @ 8c	9½ @ 10c	
Extremes	9½ @ 10½c	9½ @ 10½c	11 @ 12c	
Bulls	6½ @ 7c	6½ @ 7c	8 @ 8½c	
Branded	6½ @ 7c	6½ @ 7c	8 @ 8½c	
Calfskins	13½ @ 14½c	13½ @ 14½c	13 @ 14c	
Kip	11½ @ 12½c	11½ @ 12½c	12 @ 13c	
Light calf	\$1.15 @ 1.25	\$1.15 @ 1.25	\$1.20 @ 1.25	
Deacons	\$1.00 @ 1.10	\$1.00 @ 1.10	\$1.00 @ 1.10	
Slunks, regular	\$0.90 @ 1.00	\$0.90 @ 1.00	\$0.60 @ 0.75	
Slunks, hairless	\$0.25 @ 0.30	\$0.25 @ 0.30	\$0.25 @ 0.30	
Horsehides	\$4.00 @ 4.25	\$4.00 @ 4.25	\$3.00 @ 4.00	
Hogskins	\$0.25 @ 0.30	\$0.25 @ 0.30	\$0.20 @ 0.25	

SHEEPSKINS.

	Week ending July 19, '24.	Week ending July 12, '24.	Corresponding week 1923.	
Large packers	\$2.50 @ 3.00	\$2.50 @ 3.00	\$.....	
Small packers	\$2.50 @ 3.00	\$2.50 @ 3.00	\$.....	
Pkrs. shear'gs	\$0.75 @ 0.95	\$0.75 @ 0.95	\$1.00 @ 1.30	
Country pelts	\$1.50 @ 2.00	\$1.50 @ 2.00	\$1.50 @ 1.75	
Dry pelts	\$0.28 @ 0.32	\$0.28 @ 0.32	\$0.27 @ 0.28	

Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of May, 1924, based on reports received from 4,622 manufacturers and dealers, are reported by the U. S. Department of Commerce in the following table:

Kind	Stocks on Hand or in Transit—		Stocks Disposed of During May, 1924	
	May 1924	April 1924	May 1924	April 1924
Cattle, total	4,121,777	4,277,958	6,346,769	1,651,288
Domestic—packer	2,484,556	2,607,754	3,088,229	997,096
Domestic—other than packer hides	1,253,595	1,330,298	1,597,582	525,450
Foreign (not including foreign-tanned)	383,716	339,906	1,660,958	130,742
Buffalo	55,675	58,600	172,891	2,005
Cattle and kip, foreign-tanned	13,757	13,618	72,961	2,027
Calf and kip	3,067,615	2,799,020	4,165,813	1,178,863
Horse, colt, ass, and mule:				
Hides	104,254	131,982	154,406	37,409
Fronts	91,785	51,156	138,546	7,476
Butts	90,767	83,721	523,340	29,675
Shanks		5,730	39,277	10,000
Goat and kid	8,689,905	*8,343,558	8,890,019	1,047,961
Cabretta	501,015	557,802	1,153,074	45,711
Sheep and lamb	6,034,106	5,751,892	9,193,406	2,217,250
Skivers and fleshers	108,836	95,369	125,317	33,040
Kangaroo and wallaby	307,401	308,027	440,300	.....
Deer and elk	349,660	353,491	281,546	81,081
Pig and hog	81,471	50,758	*8,793	77,000
Pig and hog strips	707,054	577,681	675,929	204,695

ICE AND REFRIGERATION

ICE NOTES.

The plant of the Ontario Ice and Cold Storage Company, San Bernardino, Calif., will be ready for use in the near future.

The San Luis Obispo County, Calif., Farm Bureau plans to erect two cold storage plants in the county.

The Tujunga Ice and Cold Storage Company is shortly to install considerable new equipment in their plant at Tujunga, Calif.

The plant of the Watsonville Ice and Cold Storage Co., Watsonville, Calif., is soon to be enlarged and improved.

The Hartley Brothers Ice and Cold Storage plant, Third street and Eighth avenue, Yuma, Ariz., is being remodeled and re-equipped.

The plant of the Mathews Ice & Cold Storage Co., Mathews, Va., has recently been improved and enlarged.

The Consumers Ice & Coal Co., Port Arthur, Tex., has been remodeled.

The McKenzie Ice Company plans to erect an ice plant in McKenzie, Tenn.

The Davidson Ice & Fuel Company has recently completed an ice plant in Davidson, N. C.

The ice plant of the Unadilla Ice Company, Unadilla, N. Y., has been completed and is now ready to operate.

The plant of the Ely Ice Company, Ely, Nev., has been completed and is in operation.

REFRIGERATION CONGRESS.

The Fourth International Refrigeration Congress, which was held last month in London, England, was attended by scores of delegates from all parts of the world.

The delegates were taken on many sight-seeing trips and were also tendered an official banquet, which was attended by several prominent people.

A great many interesting and practical papers were presented upon every phase of the industry, from physics to economics and statistics, and including insulating materials, agricultural, ice and chemical industries and many others. All together, 140 papers relating to every possible angle of the refrigerating industry were presented.

Excursions and inspection tours included the London Central Market cold stores, Hay's Wharf cold air stores, the national physical laboratory at Teddington, the port of Southampton and others.

The next meeting of the congress, to be held in 1927, was awarded to Rome, over the strong claims of the Netherlands delegates favoring The Hague.

Among the delegates from the United States were the following: R. H. Switzler, St. Louis; Frank A. Horne, New York; E. J. McCormick, Brooklyn; Gardner Poole, Boston; Thomas Shipley, York, Pa.; J. F. Nickerson, Chicago.

BROKERS NEED NOT PAY TAX.

Provision and produce brokers are exempted from the \$50 federal brokers' tax after July 1. The new revenue law, a digest of which appears in THE NATIONAL PROVISIONER of June 7 and 14, provides that brokers exclusively negotiating purchases or sales of produce or merchandise shall not pay the \$50 tax.

A broker subscriber recently submitted this question to THE NATIONAL PROVISIONER and it was referred to Archibald Harris & Co., tax experts, in accordance with the offer of free consultation made by THE NATIONAL PROVISIONER. The text of their reply is as follows:

"Section 701 (1) of the Revenue Act of 1924 provides that on and after July 1, 1924, brokers (excepting brokers exclusively negotiating purchases or sales of produce or merchandise) shall pay \$50 annually. Therefore if your subscriber is a broker of produce or merchandise he does not pay the \$50 tax.

"Also since he is not a member of an exchange or a board of trade or other similar organization where produce or merchandise is bought and sold, he is not required to pay any additional tax based upon the value of the seat."

ANOTHER "BOSS" OUTFIT.

John J. Dupps, Sr., Vice-president of The Cincinnati Butchers' Supply Company, is meeting with much success in the sales of "Boss" machines and equipment. He has just closed a deal with the United Home Dressed Meat Co., Altoona, Pa., for a complete hog killing outfit, which includes a "Boss" Junior Jerkless Hog Hoist, "Boss" Super-Six U Dehairer and "Boss" Hog Conveyor.

NEW REFRIGERATOR CARS.

To improve the service on its refrigerator line, the Great Northern Railroad has asked the Interstate Commerce Commission for authority to issue \$4,400,000 of 5 per cent equipment trust certificates. These will be used for the purchase and rebuilding of 3,000 refrigerator cars.

If Corkboard Had Windows

so that the inside of every sheet could be examined, the enormous factories that now make Novoid Pure Compressed Corkboard wouldn't be big enough to supply one-quarter of the demand. For then people could see that the inside of every sheet of Novoid was as evenly baked as the outside and that the millions of cork granules were firmly held together by the natural gum of the cork in

Novoid Corkboard

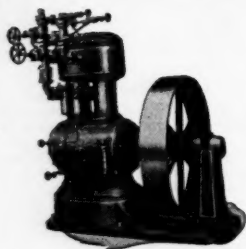
In manufacturing cork sheets if the wrong kind of cork granules are used, if a sufficient quantity is not put into the forms or not pressed closely so that the gum in the cork will bind the particles securely together, or if the sheets are not baked at an even temperature, the corkboard will not have sufficient structural strength to give it durability. And then the sheets will easily break in handling or, what is worse, will disintegrate in a comparatively short time after they are installed in a building.

If you want to find the shortcomings of corkboard before you pay out your money for it—if you want to be sure of the structural strength and durability, saw through the center of a few sheets.

Send for samples and booklet

CORK IMPORT CORPN.

345-349 W. 40th Street, New York City
Branches in large cities.



Don't Delay Be Practical

Save time and labor and get better results for your refrigerating requirements by installing



MECHANICAL REFRIGERATION

Forty years of cumulative knowledge is built into every Frick installation. Write for list of users in your vicinity—inspect some of the plants and talk to some of the owners. It will pay you to investigate.

Send for a copy of our booklet "Ice and Frost" by Jack Frost himself.



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Chicago, Ill.	St. Louis, Mo.	Boston, Mass.	San Antonio, Texas	Los Angeles, Cal.
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Memphis, Tenn.	Philadelphia, Pa.	New Haven, Conn.	Cleveland, O.	Grand Rapids, Mich.
New York, N. Y.	Wilkes-Barre, Pa.	Denver, Colo.		

SECOND NUTRITION LEAFLET.

The second of the series of nutritional leaflets which the Institute of American Meat Packers is issuing monthly to its members for insertion in package goods and for distribution to the consumer through retail dealers, has been mailed to companies ordering them. This leaflet, a four-page one, is entitled "The Palatability of Meat."

It tells how palatable a food meat is and points out the importance of this property in proper digestion. The leaflet goes on to show the satisfaction which arises from eating palatable food, and adds that, because of its palatability and other properties, meat is an important element in the diet.

Many Standing Orders.

Many member companies of the Institute have placed standing orders for a quantity of each leaflet for use in ways such as those mentioned above. The leaflets, when desired, are imprinted with the name of the distributing company. All orders are shipped on or about the first of the month. Most of the leaflets are to be illustrated with a small black and white picture to add to their attractiveness.

The text of "The Palatability of Meat" follows:

"Aside from its nutritive merits, meat has a place in the diet which is secure even from rivalry. Meat is a food of compelling palatability.

"An important office of meat in the diet, then, is to make the meal palatable; and meat products serve this purpose in a very great number of forms and in unrivaled degree.

Prepared In Many Pays.

"Consider, for instance, a few of the many ways in which a single kind of meat, fresh beef, for instance, can be prepared. It can be boiled, broiled, roasted, stewed, smothered, escalloped, braised or spiced; or made into loaf, hamburger, pie, sandwiches, bouillon, soup, gravy, mince meat, roulade, croquettes or hash. And, however it is prepared, its palatability adds to the acceptability of the bland-flavored foods with which it is eaten.

"Of what importance is the palatability of meat?

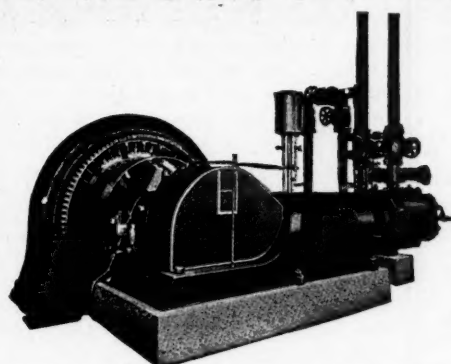
"Because of this quality meat induces a more copious and more potent secretion of gastric juice than does any other food.

"But, much more important than this physiologic function is its psychological contribution to the satisfaction derived from the meal.

"A part of the pleasure of living is in eating. The family life centers at the dining table. What is finer sport than to see the happy little 'tads' keenly enjoying the good food with which you have provided them? Social life, in general, centers in the taking of food. Much of the world's big business is consummated in the fellowship of a palatable meal.

Palatable Food Powerful Influence.

"As a means of attaining peace, satisfaction and good cheer, and as a stimulus to kindly sentiments, and all the good deeds that from them flow, palatable food is one of the most powerful influences in



300 ton direct connected Electric Driven De La Vergne High Speed Machine

De La Vergne Ice & Refrigerating Machines

De La Vergne high speed horizontal machines have been in actual use longer than any other design. The patented auxiliary suction port is a great advantage, not only increasing the efficiency but insuring perfect lubrication.

De La Vergne medium and low speed machines are also offered to suit any requirements.

Send for our bulletins

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Brine Spray Refrigeration

The Last Word in Packing House Cooling



OUR methods of application are original and practical—a distinct advance in the art of applying refrigeration.

Low brine pumping cost, very rapid air circulation, dry ceilings and quick, thorough chilling mark our systems.

Under the air conditions we produce, carcass products take on and hold a finish which cannot be excelled.

These results are obtained using weak brine at exceptionally high temperature—a combination reducing shrink.

Webster Spray Nozzles—as we apply them—will meet your requirements no matter how severe or unusual.

We install complete brine spray systems for any service. Our broad experience at your disposal. Why not use it?

The Successful Systems are Webster Systems

ATMOSPHERIC CONDITIONING CORPORATION

Singer Bldg.,
New York

Lafayette Bldg.,
Philadelphia

Monadnock Block
Chicago

human life. Who can maintain a 'grouch' through a good meal? Under the genial influence of good food, ill-nature vanishes like a late spring frost in the early morning sunshine.

"It has been said that missing his meals for one day will make a man lie, for two days will cause him to steal, and for three days will lead him to do murder. It is certainly true that palatable food—and none is more palatable than meat—is one of the most powerful influences to warm the cockles of the heart and to arouse all of those generous sentiments which make life livable.

"There are many roads to correct nutri-

tion, but there is, fundamentally, only one way to get the taste of meat."

SWENSON OFFICE AT BUFFALO.

The Swenson Evaporator Co., a subsidiary of Whiting Corporation, Harvey, Ill., has opened a sales office at 316 Jackson Bldg., Buffalo, N. Y., to handle the sale of their complete line of evaporators, continuous crystallizers, pulp mill machinery, beet sugar equipment, etc. This office will be operated in conjunction with Messrs. Geo. G. Crewson and Arthur E. Smith, of the Industrial Equipment Company.

Cold Storage Insulation

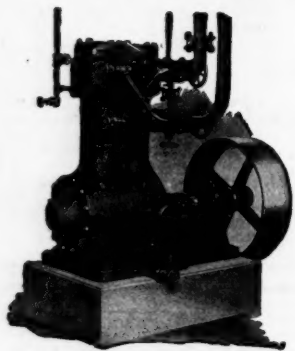
All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue
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PHILADELPHIA, PA.

Vilter Refrigerating and Ice Making Plants



For the
**Meat Products
Industry**
Horizontal Compressors
8 tons capacity and up
Vertical Compressors
1 to 18 tons
Complete Data Promptly Furnished
The Vilter Manufacturing Co.
Est. 1867
806-826 Clinton Street
Milwaukee, Wis.

COOLING RETAIL MARKETS.

Wide-awake retailers fully realize the value of good refrigeration for their meat markets. An efficient cooling machine will pay for itself many times over in better appearing meat, less spoilage and loss in trimmings, and better satisfied customers.

All over the country retail meat dealers have been replacing their old refrigerating apparatus, or purchasing new equipment. The York Manufacturing Co., York, Pa., one of the leading manufacturers of ice-making and refrigerating machinery, lists the following progressive retailers who have recently bought or installed York equipment:

Exelia Raymond Meat Market, Bonesteel, S. Dak., one 2-ton refrigerating machine.

Charles B. Wood, butcher, Syracuse, N. Y., one half-ton refrigerating machine.

John M. Fiffick Meat Market, South Fork, Pa., one half-ton refrigerating machine.

Peoples' Market, meat market, Sioux City, Iowa, a one-ton refrigerating machine.

Charles Specker Meat Market, Indianapolis, Ind., one 3-ton refrigerating machine.

August Zarcone Meat Market, Kenmore, Ohio, a one-ton self-contained refrigerating machine.

Vozel & Zickar Meat Market, De Pue, Ill., a 1½-ton refrigerating machine.

George J. Gradwohl & Co., meat market, Toledo, Ohio, one 8-ton refrigerating machine.

K. C. Frey Meat Market, Abilene, Texas, one 3-ton refrigerating machine.

Brookside Market, meat market, Glendale, Cal., one 3-ton refrigerating machine.

N. J. Nielsen Meat Market, Corsica, S. Dak., one 2-ton refrigerating machine.

George Roeder & Sons, market, Baltimore, Md., a one-ton self-contained refrigerating machine.

H. B. Kely, butcher, Quinton, N. J., one ¾-ton refrigerating machine.

E. C. Byrd, market, Seville, Fla., one 2-ton refrigerating machine.

George B. Helgesen Meat Market, Seattle, Wash., a one-ton self-contained refrigerating machine.

William Edminston Meat Market, New Castle, Pa., a one-ton refrigerating machine.

T. M. Whitaker Meat Market, Mingo Junction, Ohio, a one-ton refrigerating machine.

C. H. Woodruff Grocery & Meat Market, Decatur, Ill., a one-ton self-contained refrigerating machine.

H. R. Stilz Meat Market, West Etna, Pa., a one-ton refrigerating machine.

Barton & Co. Meat Market, Bellingham, Wash., one 2-ton self-contained refrigerating machine.

City Market, Savannah, Ga., two 13½-ton refrigerating machines.

Schaufert's Market, meat market, St. Louis, Mo., a 1½-ton self-contained refrigerating machine.

Terminal Meat Co., Los Angeles, Cal., one 5¼-ton refrigerating machine.

L. Bauer Meat Market, Cincinnati, Ohio, a one-ton self-contained refrigerating machine.

J. B. Dillaspy, butcher, Danville, Pa., a one-ton refrigerating machine.

Lincoln Market, meat market, Pittsburg, Cal., one 3½-ton refrigerating machine.

Arthur Menck Meat Market, Grand Island, Neb., one 5-ton refrigerating machine.

J. A. Meyers Meat Market, Duluth, Minn., one 2-ton self-contained refrigerating machine.

Frank & Bill Market, meat market, North Bend, Oregon, one 3-ton refrigerating machine.

Peoples Market, meat market, Coquille, Oregon, one 2-ton self-contained refrigerating machine.

W. L. Bates Meat Market, Bogalusa, La., one 2-ton self-contained refrigerating machine.

Fred H. Law Meat Market, Niles, Ohio, one 5-ton refrigerating machine.

J. D. Wise & Son Meat Market, Marion, Ohio, one 2-ton refrigerating machine.

C. Wilkens & Brothers Meat Market, Fort Wayne, Ind., one 15-ton refrigerating machine.

Holly Market, meat market, Bellingham, Wash., one 5-ton refrigerating machine.

Joseph Obuchowski Meat Market, 673 Milwaukee, Ave., Chicago, Ill., a 1½-ton refrigerating machine.

B. F. Brinker & Sons Meat Market, St. Louis, Mo., one 2-ton self-contained refrigerating machine.

George Seiberts Market, meat market, St. Louis, Mo., one 2-ton self-contained refrigerating machine.

Robert C. Schuchman Meat Market, Troy, Mo., one 3-ton refrigerating machine.

Frank Parrot Meat Market, Fort Wayne, Ind., one 5-ton refrigerating machine.

Krause Brothers Co., meat market, New London, Wis., one 5-ton refrigerating machine.

Quality Market, meat market, Houston, Texas, one 2-ton self-contained refrigerating machine.

John Bortel Meat Market, South Fork, Pa., a one-ton self-contained refrigerating machine.

Frick & Deecke, butchers, Freehold, N. J., a one-ton self-contained refrigerating machine.

J. J. McDermitt Meat Market, Renova, Pa., one 3-ton refrigerating machine.

Kritchgau Brothers Meat Market, Scottsdale, Pa., one 2-ton refrigerating machine.

De Staute Brothers Meat Market, Los Angeles, Cal., one 2-ton self-contained refrigerating machine.

C. A. Miller Meat Market, Pittsburgh, Pa., a one-ton self-contained refrigerating machine.

Harry Ebberts Grocery & Meat Market, Cincinnati, Ohio, a one-ton self-contained refrigerating machine.

W. F. Redcay Meat Market, Reading, Pa., a one-ton self-contained refrigerating machine.

Continenti & Scola Grocery & Meat Market, Pittsburg, Cal., a one-ton self-contained refrigerating machine.

C. Minschmidt Meat Market, Appleton, Wis., one 5-ton refrigerating machine.

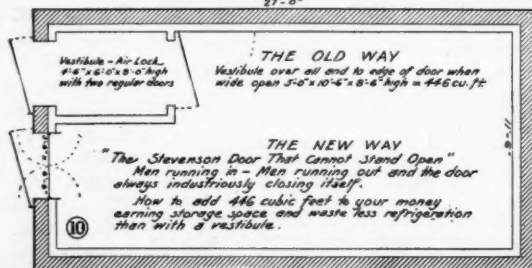
E. G. Shinner & Co. Meat Market, Lansing, Mich., one 3-ton refrigerating machine.

Schock & Lindner Meat Market, Mosi-

SAVE 450 cu. ft. of money earning STORAGE SPACE.

Cut out all costs for construction and operation of vestibule air locks. Our Service Sheets—free on request—show how to do it. Write for them today.

STEVENSON COLD STORAGE DOOR CO.
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Freezer and Cooler Rooms for the Meat and Provision Trade
Specialists in **CORK INSULATION** Details and Specifications on request
207 E. 43rd St. **Morrow Insulating Co., Inc.** NEW YORK

nee, Wis., one 3-ton refrigerating machine.
H. M. Delaphona Meat Market, Sycamore, Ohio, one 2-ton refrigerating machine.

P. J. Bordner & Co Meat Market, Massillon, Ohio, one 2½-ton refrigerating machine.

G. A. Backman Meat Market, Turtle Creek, Pa., one 2-ton self-contained refrigerating machine.

A. Caputo Meat Market, Pittsburgh, Pa., one 2-ton self-contained refrigerating machine.

Louis Fried Meat Market, Donora, Pa., one 2-ton self-contained refrigerating machine.

C. J. Benson Meat Market, Detroit, Mich., one 2-ton self-contained refrigerating machine.

Jos. Leskovar Meat Market, Racine, Wis., one 2-ton self-contained refrigerating machine.

Kletszbka & Broderick Meat Market, Waseca, Minn., one 2-ton self-contained refrigerating machine.

Glen H. Rothfuss Grocery & Meat Market, Flint, Mich., one 2-ton self-contained refrigerating machine.

Samuel Heyman, butcher, 455½ Fifth Ave., Brooklyn, N. Y., one 2-ton self-contained refrigerating machine.

E. S. Johnson Meat Market, Ashtabula, Ohio, one 2-ton self-contained refrigerating machine.

Louis A. Wolf, meat market, Cleveland, Ohio, one 2-ton self-contained refrigerating machine.

Palmer & Hewitt Meat Market, Winner, S. Dak., one 2-ton refrigerating machine.

T. A. Lake Meat Market, Manning, Iowa, one 2-ton refrigerating machine.

J. F. Rogers Meat Market, Scranton, Pa., one ¾-ton refrigerating machine.

AUTO TRUCKS AND ROAD DUST.

Road dust, a subtle but vicious enemy of motor truck and passenger car engines, no longer receives important consideration by owners of GMC trucks which are equipped with an air cleaner, according to

V. H. Day, general sales-manager of the General Motors Truck Company.

"The GMC truck engine, which has for some time had an air cleaner as standard equipment, is not affected by the ravages of dust and fine grit, because of the effectiveness of this equipment," continued Mr. Day. "The danger of dust accumulating in the motor and cutting it is very prevalent in trucks which must make use of all kinds of highways. Sand, gravel and silica pits where trucks are in almost universal use, also hold great dangers for the truck motor.

"One of the outstanding examples of this danger came to light in a silica pit where the engines of the trucks in use were so badly damaged within a few weeks that they had to be completely overhauled. The substitution of trucks equipped with air cleaners solved the problem."

MONO SERVICE MEN MEET.

Arthur Frederick Sheldon, founder of the Sheldon School of Salesmanship, twice addressed the district managers of the Mono Service Company, Newark, N. J., at the home office during the seventh annual sales conference on June 30th, July 1st and 2nd. Under the leadership of Elmer Z. Taylor, vice-president, and Elbert Beeman, general manager, an interesting and instructive program was arranged for the conference.

District managers from every section of the country were in attendance. Meeting with them were the executives of the company, as well as the operating managers of the manufacturing division.

The Mono Service Company manufactures the Kleen Kup, a paper package for food products, also woodfiber jardinières and vases, known as Monoware.

Diamond Crystal Salt

Mild Because It's Pure

Improves Flavor

Insures Perfect Penetration

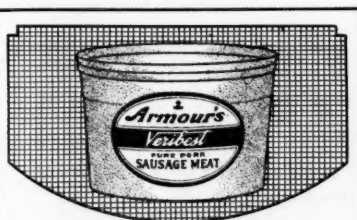
Increases Sales

*Write Our Service Department For
Demonstration At Your Plant*

"The Salt That's All Salt"

Diamond Crystal Salt Co.

St. Clair, Michigan



The Perfect Sausage Meat Package

Armour, Gobel, Swift and scores of other well-known packers are regular users of this distinctive-looking paper package. It is the only practical package for sausage meat. Your use of the

**PERFECT
PACKAGE**
TRADE MARK

will gain for you added customers. Made of pure-white paper in all standard sizes. Protects the sausage. Keeps it fresh.

Send for samples and interesting quotations.

PERFECT PACKAGE CO.
NEWARK, N. J.

Chicago Section

James G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y., was in the city this week.

T. W. Taliaferro, president of the Hammond Standish Co., Detroit, Mich., visited in Chicago this week.

E. C. Merritt of the Indianapolis Abattoir Co., Indianapolis, Ind., made a trip to Chicago during the week.

L. E. Dennig, Jr., of the St. Louis Independent Packing Co., St. Louis, Mo., was in the city late in the week.

President Fred T. Fuller of the Iowa Packing Co., Des Moines, Ia., spent a few days in the city this week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., was a Chicago visitor during the week.

J. F. Smith, head of Swift & Company's lard department, returned this week, with Mrs. Smith, from a vacation trip to Europe.

Vice-president Jay C. Hormel, of Geo. A. Hormel & Co., Austin, Minn., passed through Chicago early in the week, on his way east.

Harry Hunt, superintendent of the Dold Packing Co. plant at Omaha, Nebr., is spending his vacation in Chicago's cooling lake breezes.

R. W. Howes, head of the sausage department of Swift & Company, returned recently from a trip which covered the Pacific Coast territory.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 34,953 cattle, 13,512 calves, 114,217 hogs and 30,395 sheep.

C. N. Schrag, mechanical engineer and packinghouse machinery expert for the Brecht Company of St. Louis and New York, was in Chicago during the week.

O. J. Rustad, representative of The Brecht Company in several northwestern states, was in Chicago this week visiting friends. Mr. Rustad is one of the best known men in his line in the packinghouse field.

Meat Trade Movies—No. 51.



HE DOESN'T WANT THE EARTH.

Fred M. Tobin, who has made the Rochester Packing Co. a dominant factor in New York State, has no aspirations to spread all over the map. The old Empire state is good enough for his pasture. With "quality and service" as his motto, and a stiff backbone on price, he is a shining example of the "Sell Right" fraternity.

Dr. J. S. Abbott, secretary of the Institute of Margarine Manufacturers, Washington, D. C., was a Chicago visitor. While here he attended a margarine meeting, which was also attended by Messrs. Rowan of Cincinnati, Ohio, Tully of Columbus, Gould of New York and B. S. Pearsall of Elgin, Ill., president of the Institute of Margarine Manufacturers.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, July 12, for shipment sold out, ranged from 7.00 cents to 19.00 cents per pound, averaged 13.24 cents per pound.

Provision shipments from Chicago for the week ending July 12, 1924, with comparisons, were reported as follows:

	Cor.	Last week.	Prev. week.	week 1923.
Cured meats, lbs....	22,332,000	13,546,000	16,324,000	
Fresh meats, lbs....	48,155,000	26,654,000	21,327,000	
Lard, lbs.	12,209,000	6,195,000	11,199,000	

J. L. Harris and Dr. W. Lee Lewis, of the Institute of American Meat Packers, made a flying trip to Mason City, Ia., during the early part of this week. While there they visited the plant of Jacob E. Decker & Sons Co., Inc., and were royally entertained by President Jay E. Decker.

"Con" Fitzgerald, head of the mechanical department of the Albany Packing Company, Albany, N. Y., was in Chicago during the week in connection with plans for erection of the company's new plant. "Con" is an old-timer in the packinghouse field, and was welcomed by many friends while here.

R. T. Keefe, president of Henneberry & Co., Arkansas City, Kas., and a director of the Institute of American Meat Packers, represented the Institute and President Herrick at the annual convention of the Wyoming Wool Growers' Association at Casper, Wyo., on July 15-17, where he delivered an address.

R. E. Jordan has resigned as president of the Packers' Machinery & Equipment Co., Chicago, and has been succeeded by George C. Chatfield, who has been in charge of sales. Mr. Chatfield comes of a well-known packinghouse engineering family and has a wide acquaintance in the trade. H. O. Hague, of the company's engineering staff, will be in charge of production. Both men have had long experience in the meat trade field.

C. W. RILEY, Jr. BROKER

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Provisions, Oils, Greases and Tallow
Offerings Solicited

H. C. GARDNER F. A. LINDBERG
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Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Install-
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M. P. BURT & COMPANY

Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing etc. You Profit by Our 25 Years' Ex-
perience. Lower Construction Cost. Higher
efficiency.
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30 Years Experience

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PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
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Manhattan Building, Chicago, Ill. Cable Address, Pacarco

LEON DASHEW
Counselor At Law
15 Park Row New York

PACKERS OPPOSE SPY SYSTEM.

Packers continue to oppose the efforts of the Secretary of Agriculture to impose upon them what amounts to a permanent spy system in the placing in their offices of government auditors, who may at any time examine any and all packers' records.

They contend this a violation of the protection given by the fourth amendment to the Constitution, which protects the people from unreasonable search and seizure of their papers and effects.

The Secretary of Agriculture, acting under what he calls power given him by the Packer and Stockyards Act, demanded of certain packers the right to place such a staff of auditors in their offices. Packers refused, and he asked the federal court for a writ of mandamus to compel them to do so.

Packers first filed a motion alleging lack of jurisdiction on the part of the federal district court. This was denied by Judge Cliffe in Chicago, but he granted privilege to Swift & Company, one of the packers involved, to file further answer.

An Unreasonable Demand.

This answer was filed on July 17, and in connection with it the following statement is made by G. F. Swift, vice president of Swift & Company:

"Swift & Company has filed with the United States District Court an answer to the petition of the Secretary of Agriculture in which he seeks power to have access to Swift & Company's private accounts and records.

"In this answer, Swift & Company holds that Government inquisition of this sort is contrary to the rights guaranteed by the Constitution of the United States, which in the fourth amendment protects the people from unreasonable search and seizure of their papers and effects.

"There is plenty of power under the Packer and Stockyards Act for the government to examine papers and documents in case of probable violation of the law; but the government is asking for blanket power to go through our records and private files on all subjects and at all times.

One Danger of Such a Plan.

"Swift & Company also objects to giving confidential information to Government employees, who might be hired by our competitors. Constant prying into our files and accounts would also mean unnecessary expense and great waste of time.

"Private information, compiled only for the use of executives, and constituting a most valuable trade secret and property right, might be disclosed. This would necessarily result in great danger to our business.

"Swift & Company also points out that a large part of the accounting and records to which the Government wants access have to do with manufacturing operations, and local rather than interstate matters, over which the government has no jurisdiction."

How long can hides be left in cure? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

Packers' Convention

The nineteenth annual convention of the Institute of American Meat Packers will be held at Chicago, October 20, 21 and 22, 1924.

The Executive Committee of the Institute decided on place and date at its recent meeting, and President Herrick will announce convention committees at an early date.

CHICAGO LIVESTOCK.**RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 7.....	29,581	3,878	67,274	29,658
Tues., July 8.....	8,439	3,194	37,394	21,505
Wed., July 9.....	8,707	2,019	28,018	18,662
Thur., July 10.....	9,406	4,061	39,777	14,638
Fri., July 11.....	2,964	1,592	39,519	7,473
Sat., July 12.....	544	550	8,230	1,913
Totals last week.....	59,650	15,294	220,234	93,149
Previous week.....	38,740	10,790	157,477	54,890
Year ago.....	65,867	18,178	232,576	79,212
Two years ago.....	61,319	16,569	165,890	73,843

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 7.....	8,075	148	16,224	1,511
Tues., July 8.....	3,238	107	11,458	3,300
Wed., July 9.....	3,373	21	8,823	3,094
Thur., July 10.....	3,315	52	11,160	4,300
Fri., July 11.....	1,065	70	8,791	6,029
Sat., July 12.....	318	...	2,556	...
Totals last week.....	19,384	401	59,012	18,234
Previous week.....	12,340	58	33,730	1,934
Year ago.....	17,784	264	50,801	10,875
Two years ago.....	15,408	1,221	48,557	12,667

Receipts at Chicago Stock Yards thus far this year to July 12, with comparative totals:

	1924.	1923.
Cattle.....	1,573,735	1,554,935
Calves.....	490,650	446,273
Hogs.....	5,813,879	5,485,532
Sheep.....	1,917,631	1,877,269

Combined weekly hog receipts at eleven markets for 1924 to July 12, with comparisons:

	Week.	Year to date.
Week ending July 12.....	856,000	21,768,000
Previous week.....	637,000	...
Corresponding week 1923.....	784,000	20,715,000
Corresponding week 1922.....	566,000	15,744,000
Corresponding week 1921.....	489,000	16,605,000

Combined receipts at seven points for the week ending July 12, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending July 12.....	187,000	705,000	202,000
Previous week.....	124,000	532,000	143,000
1923.....	198,000	640,000	192,000
1922.....	209,000	472,000	182,000

Combined receipts at seven markets for 1924 to July 12, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1924.....	4,978,000	18,067,000	4,901,000
1923.....	4,984,000	17,179,000	5,139,000
1922.....	4,700,000	12,904,000	4,774,000

*Calves at Omaha, St. Louis and St. Joseph are counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number weight received.	Average lbs.	Top.	Average.
*Week ending July 12.....	221,000	236	\$ 7.70	\$ 7.10
Previous week.....	157,477	235	7.40	6.90
1923.....	233,576	236	7.80	7.05
1922.....	165,900	244	11.15	9.35
1921.....	145,242	238	10.00	9.45
1920.....	147,549	242	16.35	14.75
1919.....	151,434	242	23.00	21.85
1918.....	142,841	244	18.85	18.00
1917.....	114,227	232	15.85	14.95
1916.....	117,824	231	10.20	9.05
1915.....	130,602	240	8.10	7.25
1914.....	104,385	245	9.25	8.95

Average 1914-1923.....145,300 239 \$13.10 \$12.20

*Receipts and average weight for week ending July 12, 1924, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending July 12.....	\$ 9.15	\$ 7.10	\$ 5.25	\$13.55
Previous week.....	9.30	6.90	5.25	14.20
1923.....	9.95	7.05	6.10	14.75
1922.....	9.55	9.95	6.55	18.15
1921.....	8.10	9.45	5.20	10.65
1920.....	15.25	14.75	9.35	16.10
1919.....	16.00	21.85	9.80	17.75
1918.....	16.20	18.00	13.40	18.25
1917.....	12.70	14.95	8.80	15.40
1916.....	9.05	9.65	7.05	10.25
1915.....	9.15	7.25	5.90	7.95
1914.....	8.90	8.95	5.20	7.85

Average 1914-1923.....\$11.50 \$12.20 \$ 7.75 \$13.20

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending July 12.....	40,400	181,500	74,000
Previous week.....	28,400	123,747	39,925
1923.....	38,183	181,775	68,357
1922.....	45,911	122,333	61,176
1921.....	30,361	110,251	73,513

*Saturday, July 12, estimated.

Chicago packers hogs slaughtered for the week ending July 12, 1924.

Armour & Co.....	14,500
Anglo-American.....	10,200
Swift & Co.....	18,200
Hammond Co.....	10,900
Morris & Co.....	17,100
Wilson & Co.....	9,200
Boyd-Latham.....	16,600
Western Packing Co.....	8,000
Roberts & Oake.....	7,700
Miller & Hart.....	11,000
Independent Packing Co.....	7,700
Brennan Packing Co.....	7,700
Wm. Davies Co.....	700
Agar Packing Co.....	29,800
Others.....	179,100

Totals.....179,100
Previous week.....131,300
Year ago.....185,200
Two years ago.....127,200
Three years ago.....112,900
(For Chicago livestock prices see page 38.)

American S&B Instruments

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

Write for Packing House Text Book N-49.

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*Stock carried at these branches



Copper Case Thermometer



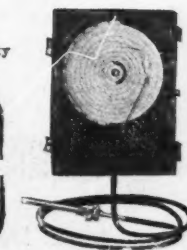
"Reform" Dial Thermometer



American S & B Pressure Gauge



Honeco Temperature Controller



Columbia Recording Thermometer

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
July 17, 1924.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@14%
10-12 lbs. avg.	@14%
12-14 lbs. avg.	@14%
14-16 lbs. avg.	@14%
16-18 lbs. avg.	@15%
18-20 lbs. avg.	@15%

Skinned Hams—	
14-16 lbs. avg.	@16%
16-18 lbs. avg.	@16%
18-20 lbs. avg.	@16%
20-22 lbs. avg.	@16%
22-24 lbs. avg.	@14%
24-26 lbs. avg.	@13%
26-30 lbs. avg.	@12%

Picanies—	
4-6 lbs. avg.	@9
6-8 lbs. avg.	@8½
8-10 lbs. avg.	@8
10-12 lbs. avg.	@7½

Clear Bellies—	
6-8 lbs. avg.	@14
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@13
12-14 lbs. avg.	@12½
14-16 lbs. avg.	@12

Pickled Meats.

Regular Hams—	
10-12 lbs. avg.	@15½
12-14 lbs. avg.	@15½
14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@16½

Bellling Hams—	
16-18 lbs. avg.	@16½
18-20 lbs. avg.	@17
20-22 lbs. avg.	@17

Skinned Hams—	
14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@15½
20-22 lbs. avg.	@15
22-24 lbs. avg.	@14
24-26 lbs. avg.	@13½
26-30 lbs. avg.	@13½

Picanies—	
4-6 lbs. avg.	@9½
6-8 lbs. avg.	@8½
8-10 lbs. avg.	@8
10-12 lbs. avg.	@8
12-14 lbs. avg.	@7½

Bellies (square cut and seedless)—	
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@13
10-12 lbs. avg.	@12½
12-14 lbs. avg.	@12
14-16 lbs. avg.	@11½

Dry Salt Meats.

Extra ribs, 35-40.	@10%
Extra clears, 35-40.	@10%
Regular plates, 6-8.	@9
Clear plates, 4-7.	@8½
Jowl butts.	@8½

Fat Backs—	
8-10 lbs. avg.	@8½
10-12 lbs. avg.	@9
12-14 lbs. avg.	@9½
14-16 lbs. avg.	@10
16-18 lbs. avg.	@10½
18-20 lbs. avg.	@10½
20-25 lbs. avg.	@10½

Clear Bellies—	
14-16 lbs. avg.	@11½
16-18 lbs. avg.	@11½
18-20 lbs. avg.	@11½
20-25 lbs. avg.	@11½
30-35 lbs. avg.	@11½
35-40 lbs. avg.	@11½
40-50 lbs. avg.	@10½

FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, JULY 12, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	11.75	11.77½	11.75	11.77½
September	11.90	12.00	11.90	12.00
October	12.00	12.12½	12.00	12.12½
CLEAR BELLIES—				
July	10.70	10.70	10.70	10.70
September	11.00	11.02½	11.00	11.02½
SHORT RIBS—				
July	10.30	10.40	10.30	10.40
September	10.67½	10.90	10.60	10.80
October	10.67½	10.90	10.70	10.70

MONDAY, JULY 14, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	11.75	12.00	11.75	12.00 b
September	11.90-92	12.20	11.85	12.17-20ax
October	12.05-02	12.32½	11.97½	12.30 b
November	12.15	12.37-40	12.06	12.30 b
December	12.42½	12.42½	12.35	12.35ax
January	12.22½	12.57½	12.17½	12.50
CLEAR BELLIES—				
July	10.90-11.12	11.27½	10.90	10.90ax
Sept.	10.90-11.12	11.27½	10.90	11.27½ b
October	11.45	11.45	11.30	11.45 b
SHORT RIBS—				
July	10.50	10.50	10.40	10.40 b
September	10.90	10.90	10.80	10.80 b
October	10.90	10.90	10.80	10.80 b

TUESDAY, JULY 15, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	12.07½	12.07½	11.90	11.90ax
September	12.25-30	12.30	12.07½	12.07½ b
October	12.45-40	12.45	12.20	12.20-22½
November	12.45-47	12.47½	12.30	12.30ax
December	12.65-60	12.70	12.42½	12.42½ax
January	12.65-60	12.70	12.42½	12.47½ax
CLEAR BELLIES—				
July	11.30	11.35	11.07½	11.07½
September	11.50	11.50	11.30	11.30ax
SHORT RIBS—				
July	10.25	10.25	10.25	10.25
September	10.50	10.50	10.45	10.50
October	10.95	10.95	10.70	10.70ax

WEDNESDAY, JULY 16, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	12.05-02	12.20-22	12.00	12.00 n
September	12.20-10	12.35	12.10	12.32½ax
October	12.17½	12.40	12.17½	12.40ax
November	12.17½	12.40	12.17½	12.40ax
December	12.40-45	12.62½	12.40	12.62½
January	12.40-45	12.62½	12.40	12.62½
CLEAR BELLIES—				
July	11.50	11.50	11.12½	11.12½ n
September	11.97½	11.97½	11.50	11.50 b
October	11.40	11.62½	11.40	11.62½
SHORT RIBS—				
July	10.35	10.35	10.35	10.35 b
September	10.55	10.55	10.55	10.55 b
October	10.75	10.75	10.75	10.75

THURSDAY, JULY 17, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	12.50	12.50	12.45	12.45
September	12.30-50	12.70	12.30	12.57-60
October	12.45-65	12.85	12.45	12.70 b
November	12.50-95	12.95	12.50	12.75 b
December	12.95	12.95	12.80	12.82½ax
January	13.20-25	13.25	12.90	13.07½
CLEAR BELLIES—				
July	11.75	11.80	11.70	11.50 n
September	11.95	12.00	11.95	11.77½
October	11.95	12.00	11.95	12.00
SHORT RIBS—				
July	10.60	10.60	10.50	10.60 b
September	10.80	10.85	10.75	10.85
October	10.90	10.95	10.90	10.95 b

FRIDAY, JULY 19, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	12.42½	12.42½	12.30	12.32½ ax
Sept.	12.57-52	12.67½	12.40	12.45 ax
Oct.	12.70-65	12.80	12.55	12.55-57½
Nov.	12.67½	12.80	12.62½	12.62½ ax
Dec.	12.77-70	12.87½	12.70	12.70 ax
Jan.	13.02-00	13.10	12.90	12.90
CLEAR BELLIES—				
July	11.75	11.75	11.62½	11.45 ax
Sept.	12.00	12.00	11.80	11.82½
Oct.	12.00	12.00	11.80	11.80
SHORT RIBS—				
July	10.90	10.90	10.80	10.60 n
Sept.	11.00	11.10	10.95	10.95 b
Oct.	11.00	11.10	10.95	10.95 b

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, July 17, 1924, with comparisons, follows:

	Week, ending July 17.	Prev. week.	Cor. week, 1923.
Armour & Co.	12,549	9,446	20,900
Anglo-Amer. Pro. Co.	9,233	7,429	9,900
Swift & Co.	16,095	11,698	22,000
G. H. Hammond Co.	7,615	7,571	11,000
Morris & Co.	16,127	12,221	19,300
Wilson & Co.	16,726	13,323	18,500
Boyd-Lunham & Co.	8,918	6,651	9,800
Western Pkg. & Pro. Co.	13,400	9,300	9,300
Roberts & Oake.	8,016	2,985	2,900
Miller & Hart.	6,968	6,593	5,600
Independent Packing Co.	4,931	6,594	5,600
Brennan Packing Co.	7,029	4,800	7,000
William Davies Co.	.....	.....	2,500
Agar Packing Co.	3,000	874	1,800
Others	1,800	3,000	.....
Total	132,307	105,585	146,000

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	30	20	15
Rib roast, light end.	40	30	20
Chuck roast.	24	20	18
Steaks, round.	40	30	20
Steaks, sirloin, first cut.	48	40	25
Steaks, porterhouse.	55	40	25
Steaks, flank.	28	25	18
Beef stew, chuck.	18	15	12½
Corned briskets, boneless.	24	22	18
Corned plates.	16	12	10
Corned rumps, boneless.	25	22	18

Lamb.

	Good.	Com.
Hindquarters	35	21
Legs	40	28
Stews	12½	18
Chops, shoulder	24	20
Chops, rib and loin	50	..

Mutton.

Legs	26	..
Stew	12½	..
Shoulders	26	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	20	@23
Loins, whole, 10@12 avg.	18	@20
Loins, whole, 12@14 avg.	18	@18
Loins, whole, 14 and over.	14	@16
Chops	25	@30
Shoulders	13	@14
Butts	15	@18
Spareribs	12	@12
Hocks	12	@12
Leaf lard, unrendered	14	@14

Veal.

Hindquarters	12	@35
Forequarters	12	@18
Legs	35	@45
Shoulders	14	@18
Cutlets	14	@22
Rib and loin chops.	14	@20

Butchers' Offal.

Suet	4	@4
Shops, fat	15	@15
Bones, per 100 lbs.	15	@15
Calf skins	15	@15
Kips	15	@15
Deacons	12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	8½	6%
Crystals	7½	7%
Double refined nitrate of soda, f. o. b.	4½	4%
N. Y. & S. F. carloads.	4½	4%
Less than carloads, granulated.	4½	4%
Crystals	5½	5½
Keps, 100@130 lbs., 1c more.	5½	5½
Boric acid, in carloads, powdered, in bbls.	10	9½
Crystal to powdered, in bbls., in 5-ton lots or more.	10½	9½
In bbls. in less than 5-ton lots.	10½	10
Borax, carloads, powdered, in bbls.	5	4½
In ton lots, gran. or powdered, in bbls.	5½	5
Salt—		
Granulated, car lots, per ton f. o. b. Chicago, bulk	8.80	
Medium, car lots, per ton f. o. b. Chicago, bulk	9.80	
Rock, car lots, per ton f. o. b. Chicago.	7.00	
Sugar—		
Raw sugar, 96 basis.	@5.15	
Second sugar, 90 basis.	@4.75	
Syrup, testing 63 to 65 combined sucrose and invert	@30	
Standard, granulated, f. o. b. refinery (net)	6.00@6.80	
Plantation, granulated, f. o. b. New Orleans (less 8 per cent.)	@6.50	
White clarified, f. o. b. New Orleans (net)	@6.00	

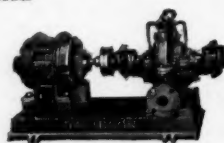
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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

	Week ending July 19, 1923.	Cor. week
Carcass Beef.		
Prime native steers	18 @ 19	17 @ 18
Good native steers	16 @ 17	15 @ 16 1/2
Medium steers	13 @ 15	13 1/4 @ 15
Helpers, good	13 @ 18	13 @ 18
Cows	8 @ 13	8 @ 13
Hind quarters, choice	25 @ 26	25 @ 26
Fore quarters, choice	12 @ 12	12 @ 13

Beef Cuts.

Steer Loins, No. 1.	23 @ 36	23 @ 37
Steer Loins, No. 2.	23 @ 33	23 @ 35
Steer Short Loins, No. 1.	23 @ 40	23 @ 45
Steer Short Loins, No. 2.	23 @ 40	23 @ 40
Steer Loin Ends (hips)	23 @ 27	23 @ 29
Steer Loin Ends, No. 2.	23 @ 26	23 @ 27
Cow Loins	15 @ 25	15 @ 27
Cow Short Loins	24 @ 34	24 @ 37
Cow Loin Ends (hips)	23 @ 26	23 @ 27
Steer Ribs, No. 1.	23 @ 24	23 @ 26
Cow Ribs, No. 1.	23 @ 23	23 @ 22
Cow Ribs, No. 2.	23 @ 19	23 @ 20
Cow Ribs, No. 3.	23 @ 17 1/2	23 @ 19
Steer Round, No. 1.	23 @ 17 1/2	23 @ 18 1/2
Steer Chucks, No. 1.	23 @ 11	23 @ 10 1/2
Steer Chucks, No. 2.	23 @ 10	23 @ 10
Cow Rounds	23 @ 15	23 @ 15
Cow Chucks	23 @ 9	23 @ 9 1/2
Steer Plates	23 @ 11 1/2	23 @ 11 1/2
Medium Plates	23 @ 10	23 @ 8
Briskets, No. 1.	23 @ 20	23 @ 16
Briskets, No. 2.	23 @ 18	23 @ 12
Steer Navel Ends	23 @ 5 1/2	23 @ 4 1/2
Cow Navel Ends	23 @ 5 1/2	23 @ 6
Fore Shanks	23 @ 5 1/2	23 @ 6
Hind Shanks	23 @ 4 1/2	23 @ 4
Rolls	23 @ 22	23 @ 22
Strip Loins, No. 1, boneless.	23 @ 25	23 @ 27
Strip Loins, No. 2.	23 @ 45	23 @ 50
Strip Loins, No. 3.	23 @ 30	23 @ 35
Sirloin Butts, No. 1.	23 @ 30	23 @ 33
Sirloin Butts, No. 2.	23 @ 20	23 @ 28
Sirloin Butts, No. 3.	23 @ 18	23 @ 25
Beef Tenderloins, No. 1.	23 @ 70	23 @ 75
Beef Tenderloins, No. 2.	23 @ 60	23 @ 65
Rump Butts	23 @ 17	23 @ 17
Flank Steaks	23 @ 17	23 @ 17
Boneless Chucks	23 @ 10	23 @ 8 1/2
Shoulder Clods	23 @ 15	23 @ 15
Hanging Tenderloins	23 @ 10	23 @ 8

Beef Products.

Brains, per lb.	7 @ 8	7 @ 8
Hearts	29 @ 30	29 @ 30
Tongues	38 @ 42	38 @ 42
Sweetbreads	35 @ 40	35 @ 40
Ox-Tail, per lb.	8 @ 8	8 @ 8
Fresh Tripe, plain	8 @ 4	8 @ 4
Fresh Tripe, H. C.	8 @ 4 1/2	8 @ 4 1/2
Livers	8 @ 8	8 @ 8
Kidneys, per lb.	8 @ 8	8 @ 8 1/2

Veal.

Choice Carcass	18 @ 19	18 @ 20
Good Carcass	14 @ 17	14 @ 18
Good Saddles	20 @ 27	20 @ 28
Good Backs	8 @ 12	8 @ 12
Medium Backs	5 @ 7	5 @ 8

Veal Product.

Brains, each	8 @ 9	8 @ 8
Sweetbreads	52 @ 60	52 @ 58
Calf Livers	31 @ 34	31 @ 32

Lamb.

Choice Lamb	23 @ 30	23 @ 30
Medium Lamb	23 @ 28	23 @ 29
Choice Saddles	23 @ 34	23 @ 36
Medium Saddles	23 @ 31	23 @ 32
Choice Fores	23 @ 28	23 @ 29
Medium Fores	23 @ 22	23 @ 20
Lamb Fries, per lb.	31 @ 32	31 @ 31
Lamb Tongues, each	12 @ 13	12 @ 13
Lamb Kidneys, per lb.	12 @ 25	12 @ 25

Mutton.

Heavy Sheep	23 @ 8	23 @ 7
Light Sheep	23 @ 15	23 @ 15
Heavy Saddles	23 @ 10	23 @ 12
Light Saddles	23 @ 18	23 @ 20
Heavy Fores	23 @ 6	23 @ 6
Light Fores	23 @ 12	23 @ 12
Mutton Legs	23 @ 20	23 @ 22
Mutton Loins	23 @ 5	23 @ 5
Mutton Stew	23 @ 8	23 @ 8
Sheep Tongues, each	23 @ 13	23 @ 13
Sheep Heads, each	23 @ 10	23 @ 10

Fresh Pork, Etc.

Dressed Hogs	23 @ 15	23 @ 14
Pork Loins, 8@10 lbs. avg.	23 @ 17	23 @ 17
Leaf Lard	23 @ 13	23 @ 11
Tenderloin	23 @ 43	23 @ 46
Spare Ribs	23 @ 7	23 @ 6 1/2
Butts	23 @ 13 1/2	23 @ 11 1/2
Hocks	23 @ 10	23 @ 7 1/2
Trimnings	23 @ 6	23 @ 6
Extra lean trimmings	23 @ 10	23 @ 9 1/2
Tails	23 @ 7 1/2	23 @ 6
Snouts	23 @ 5	23 @ 5
Pigs' Feet	23 @ 4 1/2	23 @ 4 1/2
Pigs' Heads	23 @ 5	23 @ 5
Blade Bones	23 @ 7	23 @ 7
Blade Meat	23 @ 11 1/2	23 @ 11 1/2
Cheek Meat	23 @ 7 1/2	23 @ 8 1/2
Hog Livers, per lb.	23 @ 5	23 @ 4 1/2
Neck Bones	23 @ 8	23 @ 8
Skinned Shoulders	23 @ 9 1/2	23 @ 9 1/2
Pork Hearts	23 @ 4	23 @ 4
Pork Kidneys, per lb.	23 @ 4 1/2	23 @ 4 1/2
Pork Tongues	23 @ 13 1/2	23 @ 12
Slip Bones	23 @ 9	23 @ 9
Tail Bones	23 @ 10	23 @ 9
Brains	23 @ 9	23 @ 9
Rack Fat	23 @ 11 1/2	23 @ 11 1/2
Hams	23 @ 16 1/2	23 @ 16 1/2
Calas	23 @ 10 1/2	23 @ 9 1/2
Belles	23 @ 13 1/2	23 @ 13

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	23 @ 23
Country style sausage, fresh, in link	23 @ 15
Country style sausage, fresh, in bulk	23 @ 14
Country style sausage, smoked	23 @ 17
Mixed sausage, fresh	23 @ 13 1/2
Frankfurts in pork casings	23 @ 14
Frankfurts in sheep casings	23 @ 17
Bologna in beef bungs, choice	23 @ 15 1/2
Bologna in beef middles, choice	23 @ 15 1/2
Bologna in cloth, paraffined, choice	23 @ 14 1/2
Liver sausage in hog bungs	23 @ 16 1/2
Liver sausage in beef rounds	23 @ 10
Head cheese	23 @ 11
New England luncheon specialty	23 @ 22
Liberty luncheon specialty	23 @ 14 1/2
Mixed luncheon specialty	23 @ 21
Tongue sausage	23 @ 15 1/2
Blood sausage	23 @ 15 1/2
Polish sausage	23 @ 15 1/2
Souse	23 @ 14

DRY SAUSAGE.

Cervelat, choice, in hog bungs	23 @ 46
Cervelat, new condition, in hog bungs	23 @ 15 1/2
Cervelat, new condition, in beef middles	23 @ 15 1/2
Thuringer Cervelat	23 @ 20 1/2
Farmer	23 @ 20 1/2
Holsteiner	23 @ 22
B. C. Salami, choice	23 @ 42
Milano Salami, choice, in hog bungs	23 @ 10
B. C. Salami, new condition	23 @ 20 1/2
Frisses, choice, in hog middles	23 @ 51
Genoa style Salami	23 @ 29
Peperoni	23 @ 29
Mortadella, new condition	23 @ 20
Capicola	23 @ 46
Italian style hams	23 @ 39
Virginia style hams	23 @ 39

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	5.75
Large tins, 1 to crate	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate	6.00
Large tins, 1 to crate	7.00

SAUSAGE CASINGS.

(F. O. R. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce	23 @ 19
Beef rounds, export, 225 sets, per tierce	23 @ 22 1/2
Beef middles, 110 per tierce	23 @ 75
Beef bungs, No. 1, 400 pieces, per tierce	23 @ 28
Beef bungs, No. 2, 400 pieces, per tierce	23 @ 19
Beef weasands, No. 1, per piece	23 @ 125
Beef weasands, No. 2, per piece	23 @ 108
Beef bladders, small, per doz.	23 @ 1.25
Beef bladders, medium, per doz.	23 @ 1.50
Beef bladders, large, per doz.	23 @ 1.60
Hog casings, medium, f. o. s., per lb.	23 @ 0.90
Hog casings, extra narrow, selected, per lb. f. o. s.	23 @ 2.00
Hog middles, without cap, per set	23 @ 16
Hog middles, with cap, per set	23 @ 18
Hog bungs, export	23 @ 22
Hog bungs, large, prime	23 @ 15
Hog bungs, medium	23 @ 7 1/2
Hog bungs, small, prime	23 @ 5
Hog bungs, narrow, no demand	23 @ 3
Hog stomachs, per piece	23 @ 8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.00
Pork tongues, 200-lb. bbl.	55.00
Lamb tongues, long cut, 200-lb. bbl.	48.00
Lamb tongues, short cut, 200-lb. bbl.	57.00

CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6
Corned beef	2.40	2.35	4.00	16.00
Roast beef	2.40	2.35	4.50	15.00
Roast mutton	2.40	2.35	4.70	15.50
Sliced dried beef	1.85	4.90		
Ox tongue, whole			17.50	56.00
Lunch tongue	2.85	4.70	9.50	34.50
Corned beef hash	1.50	2.75	4.25	
Hamburger steaks with onions	1.50	2.25	4.25	
Vienna style sausage	1.15	2.25	4.15	
Veal loaf, medium size	2.00			
Chili con carne with or without beans		1.25		
Potted meats	.80			

BARRELED PORK AND BEEF.

Mess pork, regular	\$ 24.00
Family back pork, 30 to 34 pieces	24.00
Family back pork, 35 to 45 pieces	24.50
Clear back pork, 40 to 50 pieces	23.50
Clear plate pork, 25 to 35 pieces	19.50
Clear plate pork, 35 to 45 pieces	19.00
Bean pork	18.50
Brisket pork	18.00
Plate beef	19.50
Extra plate beef, 200-lb. barrels	20.50

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.62 1/4 @ 1.70
Oak pork barrels, black iron hoops	1.82 1/4 @ 1.85
Ash pork barrels, galv. iron hoops	1.82 1/4 @ 1.85
Red oak lard tierces	2.45 @ 2.50
White oak lard tierces	2.65 @ 2.70
White oak ham tierces	2.80

BUTTERINE.

Solid—30-60 lb. tubs, f.o.b. Chicago	23 @ 21
Cartons, rolls or prints, 1-lb.	23 @ 22
Cartons, rolls or prints, 2@5 lbs.	23 @ 21 1/4
Shortenings, 30@60 lbs. tubs	23 @ 15
Nut Margarine, prints, 1 lb.	23 @ 20 1/4

DRY SALT MEATS.

Extra short clears	23 @ 10 1/2
Extra short ribs	23 @ 10 1/2
Short clear middles, 60-lb. avg.	23 @ 11 1/2
Clear bellies, 14@16 lbs.	23 @ 11 1/2
Clear bellies, 18@20 lbs.	23 @ 11 1/2
Clear bellies, 22@30 lbs.	23 @ 11 1/2
Rib bellies, 20@25 lbs.	23 @ 11 1/2
Rib bellies, 25@30 lbs.	23 @ 11 1/2
Fat backs, 10@12 lbs.	23 @ 8 1/2
Fat backs, 12@14 lbs.	23 @ 9
Fat backs, 14@16 lbs.	23 @ 9 1/2
Regular plates	23 @ 8 1/2
Butts	23 @ 7 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.	23 @ 23
Skinned hams, fancy, 16@18 lbs.	23 @ 24 1/2
Standard regular hams, 12@16 lbs.	23 @ 20 1/2
Picnics, 6@8 lbs.	23 @ 13 1/2
Standard bacon, 8@12 lbs.	23 @ 19 1/2
Standard bacon, 4-8 lbs.	23 @ 20 1/2
Standard bacon, 12@14 lbs.	23 @ 18 1/2
Standard bacon strips, 6@7 lbs.	23 @ 19 1/2
Cooked hams, choice, skin on, surplus fat off, smoked	23 @ 34 1/2
Cooked hams, choice, skinned, surplus fat off, smoked	23 @ 35 1/2
Cooked hams, choice, skinned, surplus fat off, smoked	23 @ 35 1/2
Picnics, skin on, surplus fat off, smoked	23 @ 18
Picnics, skinned surplus fat off, smoked	23 @ 19
Loin roll	23 @ 36

ANIMAL OILS.

Prime lard oil	14 @ 14 1/2
Extra winter strained lard	12 @ 12 1/2
Extra lard oil	11 1/2 @ 12
Extra No. 1 lard	10 1/2 @ 11 1/2
No. 1 lard oil	10 1/2 @ 11 1/2
No. 2 lard oil	10 @ 10 1/2
Pure neatfoot oil	14 @ 14 1/2
Extra neatfoot oil	10 1/2 @ 11 1/2
No. 1 neatfoot oil	10 @ 10 1/2
Acidless tallow oil	10 1/2 @ 11 1/2

FERTILIZERS.

Ground, dried blood	3.15 @ 3.25
Hoofmeal	2.40 @ 2.50
Ground tankage, 10 to 11%	2.00 @ 2.10
Ground tankage 6 to 9%	2.00 @ 2.30
Crushed and unground tankage	1.60 @ 2.00
Ground raw bone, per ton	28.00 @ 28.00
Ground steam bone, per ton	18.00 @ 20.00
Unground steamed bone	14.00 @ 16.00
Unground bone tankage	11.00 @ 13.00

HORNS, HOOF AND BONES.

No. 1 horns, 75 lb. average	\$250.00 @ 300.00
No. 2 horns, 40 lb. average	200.00 @ 210.00
No. 3 horns	140.00 @ 150.00
Hoofs, black and striped	35.00 @ 40.00
Hoofs, white	50.00 @ 60.00
Round shin bones, heavies	115.00 @ 125.00
Round shin bones, lights and med.	80.00 @ 100.00
Flat shin bones, heavies	70.00 @ 75.00
Flat shin bones, lights and med.	45.00 @ 50.00
Thigh bones, lights and med.	75.00 @ 80.00
Thigh bones, lights and med.	75.00 @ 80.00
Buttock bones	50.00 @ 55.00

Note—These quotations apply to No. 1 product, which must be assorted free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

LARD (Unrefined).

Prime, steam, cash tierces	23 @ 11.90
Prime, steam, loose	23 @ 11.22
Leaf, raw	23 @ 11.12
Neutral lard	23 @ 14.25

LARD (Refined).

Pure lard, kettle rendered, per lb.	23 @ 11.87
Pure lard, tierces	23 @ 11.87
Compound	23 @ 13.50

OLEO OIL AND STEARINE.

Oleo oil, extra.....	13 1/4	@ 13 1/2
Oleo stock.....	10 1/2	@ 11
Prime No. 1, oleo oil.....	12 1/2	@ 12 1/2
Prime No. 2 oleo oil.....	11 1/4	@ 12 1/2
No. 3 oleo oil.....	10 1/4	@ 10 1/2
Prime oleo stearine, edible.....	12 1/2	@ 13 1/2
No. 2 oleo stearine, edible.....	12	@ 12 1/2

Retail Section

How To Run a Retail Market

Experiences of Individual Stores With High and Low Gross Margins

Three weeks ago THE NATIONAL PROVISIONER began publication of the final report of Dr. Horace Secrist of Northwestern University on his study of retail meat market costs and expenses. This report reviews the work and draws conclusions that are vital to the success of every meat retailer.

The first installment, printed June 28, summarized the work briefly. The second, in the issue of July 5, told where and how the reports were received and took up the subject of sales and cost of merchandise sold. The third, printed last week, discussed gross margins.

The fourth installment, given herewith, tells the experiences of some individual stores with high and low margins.

This report—invaluable to every retailer who wants to be a better business man—may be had at once in complete book form for \$1.00, upon application to THE NATIONAL PROVISIONER. Particulars are given elsewhere on this page.

Expenses, Profits and Losses in Retail Meat Stores

By Horace Secrist

(Copyright, 1924, Institute of American Meat Packers and Northwestern University.)

[EDITOR'S NOTE.—This is the fourth installment of "Expenses, Profits and Losses in Retail Meat Stores," by Horace Secrist, Director of the Bureau of Business Research of Northwestern University. It presents and analyzes the results of a study of costs, expenses, profits or losses in retailing meats, undertaken by the Bureau of Business Research and the Bureau of Agricultural Economics of the United States Department of Agriculture in co-operation.

The study was undertaken in consequence of representations made by the National Association of Meat Councils to the two agencies mentioned. In these representations the need for such a study was pointed out.]

THE EXPERIENCES OF INDIVIDUAL STORES.

Stores Having Relatively High Gross Margins.

Store A.

The gross margin of this store is 31.34 per cent of sales and the yearly volume of business, \$72,000. This high margin is due primarily to:

a. The High Class of Trade—This store caters to a very wealthy class, which demands the very highest quality of meats. To them, prices are of very little concern.

b. Lack of Intense Competition—This shop has few if any competitors for the trade served. It has been in its present location for more than twenty years and has a firmly established clientele who are not easily induced to trade at other places.

c. Careful Buying of Merchandise—The proprietor makes daily trips to wholesale markets and uses great care in the selection of the meats purchased. Moreover, he has an intimate knowledge of the types of meat demanded and is discriminating in his choice.

d. High Expenses—This store is run almost entirely on a basis of credit and delivery. The customers are particular about the service which they receive. It is expensive to give this service.

Store B.

The gross margin of this store is 30.33 per cent. The yearly sales amount to approximately \$33,000. The high margin is due primarily to the following facts:

a. The Sausage Sold by this Shop Is Manufactured in the Plant—This is done on an economical basis at low costs.

b. Careful Buying—The proprietor is constantly in contact with the market; buys his goods himself; and is discriminating in the grade and quality of the products purchased.

c. Efficient Cutting and Handling of Meat.

d. Lack of Intense Competition—The competition which the shop must meet is severe so far as the number of competitors is concerned. This merchant, however,

Running a Meat Store

Complete copies of this report on "Expenses, Profits and Losses in Retail Meat Stores" may be obtained by any retailer desiring them.

All the facts and figures—including the approved form for drawing up a "Profit and Loss Statement"—are combined in a 70-page book.

This is the first time such reliable and practical information on retail accounting has ever been made available to the retailer.

Fill out and return the following order, with remittance for \$1.00; and the book will be sent postpaid:

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deals with the better class of trade in the community and is able to secure high prices for his goods.

Store C.

The gross margin of this store is 34.31 per cent. The actual volume is approximately \$25,000. The high gross margin is due primarily to:

a. The Methods of Purchasing Goods—This is a stall in a public market. The proprietor buys on alternate days and handles very cheap meat. The type of trade served undoubtedly helps to explain his pricing policy.

b. Cutting of Meat—Both the owner and the cutter are well trained and cut meat to great advantage. Nothing is wasted, large quantities of corned beef and hamburger being sold.

c. Small Inventories—The proprietor attempts to sell out his entire stock on market days. The turnover is rapid and the investment in meats extremely low.

Store D.

The gross margin of this store is 29.16 per cent of sales and the yearly volume, \$51,000. This high margin is due primarily to:

a. The Class of Trade Served—The merchant occupies a stall in the public market and serves three classes of trade.

- (1) A high-class restaurant trade.
- (2) A low-class restaurant trade.
- (3) A small amount of counter business.

These kinds of trade supplement each other, making it possible for him to dispose of different types of meat to advantage.

b. The Proprietor Himself—The proprietor is a shrewd man, who buys closely in rather large quantities and to an advantage. He also cuts his meat efficiently with reference to the combined trade. Every type of meat is utilized. There are practically no waste products.

Stores Having Relatively Low Gross Margins.

Store A.

The gross margin of this store is 16.22 per cent of sales, while the store has an annual volume of approximately \$16,000. The low gross margin is due primarily to:

a. Excessive Competition—Twelve other shops are located within a radius of one block. A "price war" is kept up unceasingly between competitors and, as a result, the spread between cost and selling price is reduced to rock bottom. In fact, it is generally so low that losses rather than profits from operation result. The number of shops far exceeds the demand on the part of consumers.

b. Too Large Inventories—The inventories of meat carried by this shop are not only excessively high for the volume of business done, but are higher than the characteristic amount for shops doing twice as much business. These large inventories result in slow turnover, causing meat to spoil and making it necessary to dispose of much of it as offal, or at least at sacrifice prices.

Store B.

The gross margin of this store is 18.43 per cent of sales. The proprietor does a business of \$31,000 a year. This relatively low gross margin is due to the following facts:

- a. The Trade is in Part Wholesale or

of a "volume" Character—The total amount sold is not large, but the proprietor has one large wholesale account to which he sells approximately 30 per cent of his merchandise. The prices allowed in this case are very low with the consequent effect that the average margin for the entire business is low.

b. Excessive Competition—This shop and others in the neighborhood keenly compete through price reductions, thereby reducing the margin out of which expenses must be met.

Store C.

The gross margin of this store is 21.72 per cent of sales and the annual volume in the neighborhood of \$35,000. The relatively low gross margin is due to:

a. The Amount of Competition—Competition in this neighborhood is very keen. There are too many stores and price cutting is prevalent. The manager is able to operate his store economically, but has little or no control over his prices. He is unable to get a sufficient margin to cover his costs. Our field man reports, "This is an excellent example of a neighborhood with too many stores. I watched three markets open up within a period of three months, all of them being located within two blocks of this store. They are all cutting prices to get volume. The result will probably be a loss to all."

Store D.

The gross margin of this store is 17.76 per cent of sales, the annual volume being \$46,500. The relatively low gross margin is due to relatively low operating expense, the same being 15.26 per cent of sales. The proprietor extends to his customers the benefit of low operating expense, charging them prices sufficient to cover only his operating expenses and give him a reasonable profit.

Errors in Figuring Margins.

The proper basis for figuring the selling price of meats cannot be over-emphasized. It is the universal practice to figure the expense of doing business upon total sales. Therefore, it follows that the gross margin—the difference between what is paid the packer and what is paid by the customer to the butcher—if it is to cover expense and leave a reasonable profit to the proprietor, must also be figured on sales. Nevertheless, experience shows that too many butchers figure their margins on the cost of their merchandise. As an example of what often happens, the following concrete case may be taken:

A butcher buys \$100 of meat and wishes to make a gross margin of 25 per cent. He adds 25 per cent of this to his cost which gives sales of \$125, and a margin of \$25. He thinks he has a 25 per cent margin on his sales, yet if he divides his sales, \$125, into his margin, \$25, he will find that his gross margin is only 20 per cent—not 25 per cent. If it costs him 20 per cent to operate his market, he has no profit left for his risk or for a return on his invested capital. In order to make his 25 per cent margin on sales, he should have added, not 25 per cent to the \$100 paid out, but 33 1/3 per cent. His selling price would then have been \$133.33. If he divided the \$133.33 into his margin, \$33.33, he would obtain a gross margin of 25 per cent on his sales.

Competition is a great price leveler and strictly limits the merchant's selling price. But if all merchants—others as well as the butcher in mind—were thoroughly acquainted with the proper method of figuring their sales prices, cut-throat competition would tend to disappear. One man in a neighborhood who fails to figure prices correctly can and does lose money not



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only for himself, but for all his competitors, since they must and will meet his ignorantly made prices.

(The next installment will discuss total expenses)

Retail Bookkeeping

(Continued from page 24.)

throughout. This reminds the writer of an interesting conversation he held with a butcher a few months ago.

"What margin are you cutting out of your meats?" I asked him.

"Oh, about 33 per cent," he replied.

"What then are your expenses?"

"Twenty per cent."

"According to that you must make 13 per cent profit on each dollar sold?"

"Yes," he replied, positively.

Upon further questioning, I discovered that he figured the margin on cost and expenses on sales. He was talking "two different languages." A margin of 33 per cent on cost is only 25 per cent on sales. So his profit was only 5 per cent. He is not the only butcher who figures the same way.

Tonnage Figures Helpful.

The tonnage figures also are very helpful. The total pounds sold show accurately whether the volume of business is increasing or decreasing. The various figures per pound give the butcher information he never had any light on before.

The figures per customer give additional light on the business. The average sale shows whether people are buying more or less. If sales in dollars increase the butcher knows whether it is due to more customers, larger sales per customer, or both.

The expense per customer when figured has surprised many butchers the writer has worked with. Most of them thought the figure would be about one or two cents, when in most cases it runs from ten to thirteen cents.

In the next article the writer will go into the practical application of the results shown on the Profit and Loss Statement with actual examples of how butchers have remedied margins and expenses out of line.

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WILL ENTERTAIN RETAILERS.

Members of the United Master Butchers' Association of America and visitors who attend the annual convention in Chicago August 4-7 have been invited to make a tour of the Union Stock Yards as guests of the Meat Council of Chicago. The invitation was extended by a Meat Council committee of which A. D. White and C. W. Myers are joint chairmen, and was accepted by the entertainment committee of the convention, through John A. Kotal, chairman.

The trip will be made on the last day of the convention, and will include several packing plants. Lunch will be served to the entire party in a plant restaurant. Further details of the trip will be announced at a later date.

A reception committee, consisting of representatives from all packing companies which have been affiliated with Meat Council work in Chicago, will be appointed to welcome the convention party.

Meat Council secretaries in all cities where councils exist are co-operating actively in arousing interest of local retailers in the convention. The packing industry is to be well represented on the program of speakers at the convention meetings.

New York Section

P. W. Seyl, credit department, and A. A. Dacey, beef department, Wilson & Company, Chicago, were in New York.

R. F. Coughenour, head of the dry sausage department, Armour and Company, Chicago, was a visitor to the city this week.

D. J. Donahue, sausage department, and J. F. Stringer, pork department, Cudahy Packing Company, Chicago, were in the city this week.

J. F. Gallagher, head of the telegraph department, Cudahy Packing Company, New York, is on a vacation at his country home in the Berkshires.

Vice-President J. C. Hormel and E. N. Sturman, sales manager, of George A. Hormel & Co., Austin, Minn., were in New York for a few days this week.

D. A. Wagner, head of the beef department of the Cudahy Packing Company, New York territory, has rented a cottage at Atlantic Highlands, N. J., for the summer.

F. W. Pratt, assistant to the New York district manager of Wilson & Company, commenced a two weeks' vacation on July 19th. The first week will be spent in a motor trip to Niagara Falls and Thousand Islands and the second week will be spent in a visit with his mother at the old home in Massachusetts.

J. J. Kiesel, head of the contract department of the Cudahy Packing Company, New York, is going on an extended tour through New York state and Canada on his vacation, which is commencing on July 19th.

Henry T. Vetter, an active member of Ye Olde New York Branch and Mrs. Vetter, a member of the Ladies' Auxiliary, United Master Butchers of America, are spending a vacation in Pennsylvania, near Delaware Water Gap.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending July 12th on shipments sold out, ranged from 8.50 to 18.00 cents per pound, and averaged 15.56 cents per pound.

Donald Mackenzie, head of the mechanical department, and F. J. King, branch house provision department, Chicago, C. T. Richardson, construction department, Boston, and D. R. C. Smith, Omaha, are among Swift & Company's visitors in New York this week.

Max Marx, traveling salesman for the Oppenheimer Casing Company, has been confined to his home at 657 West 161st street, New York, for the last three weeks by serious illness. Mr. Marx's many friends in the trade will be glad to learn that he is very much better and on the road to recovery.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending July 12, 1924: Meat—Manhattan, 2,059½ lbs.; Brooklyn, 145 lbs.; Bronx, 70 lbs.; Queens, 71 lbs.; total, 2,345½ lbs. Fish—Manhattan, 381 lbs.; Brooklyn, 1,650 lbs.; Bronx, 32 lbs.; total, 2,063 lbs. Poultry and game—Manhattan, 10 lbs.

W. H. Noyes, chairman of the Manhattan Sanitary Inspection Association, moved into his new home in Cresskill, near Tenafly, N. J., on July first. This is a gentleman's farm and Mr. Noyes has been reconstructing and working on it since its purchase about the first of the year for the purpose of making it an all year round home. Mr. Noyes is still active on the New York-New Jersey Bridge and Tunnel Commission, and takes a great deal of interest in the activities of the packing industry.

Word is continually reaching New York of the arrangements being made for the entertainment of delegates and guests at the national convention of the United Master Butchers of America in Chicago on August 4th. In appreciation of this work it is the hope that as many master butchers as can leave their business will endeavor to attend. A record attendance is expected, and the indications are that the delegations from the East will be as large as usual. Greater New York delegates will leave on Saturday, August 2nd, 5:00 p. m. standard eastern time. The convention headquarters will be the Hotel La Salle, Chicago.

RETAIL COOPERATIVE BUYING.

A special meeting for the purpose of discussing and taking action upon important matters of material benefit to the members was called for Tuesday evening by Ye Olde New York Branch, United Master Butchers of America.

One of the subjects taken up was co-operative buying. The members endorsed a plan for using co-operative buying to effect a discount with a scale manufacturing company, which will make a material reduction in price to the members of the Branch. The members also endorsed the special offer made by a machine company.

In view of the fact that the service of the association is increasing along many angles, with the resultant increase in overhead, notice is being given of a contemplated amendment to the by-laws whereby the annual dues will be increased. This change was endorsed by those present.

BACK IN RETAIL SHOP.

Fred Hirsch, the inimitable mixer and good fellow of the Bronx, who sold his butcher shop on Forrest avenue six weeks ago, has succumbed to the aroma of the retail meat store and gone and bought himself another beef, veal, lamb and rattles parlor. Fred, in a nice clean apron, flanked by his first deputy chicken boner, Fred Follroth, welcomed cash customers on Saturday morning at his new shop at 146 East 183d street. Fred, who is known to all other butchers in the Bronx, and by name to all those in the other boroughs, will continue with his rapidly growing insurance business as a side line, to take up some of the spare time when not otherwise engaged in making daily visits to Bronx court houses, appearing in behalf of his countless friends.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, July 17, 1924, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$17.00@18.00	.....	\$16.00@17.00	\$17.50@19.00
Good	15.50@16.50	14.00@15.00	15.00@16.00	15.00@16.00
Medium	14.50@15.00	12.50@13.50	13.00@15.00	14.00@15.00
Common	12.00@14.00	10.00@12.00	11.00@13.00	12.50@14.00
Cows:				
Good	13.50@14.50	13.00@14.00	12.50@13.00	12.50@14.00
Medium	12.50@13.50	11.00@12.00	11.50@12.50	11.00@12.50
Common	9.50@12.00	.....	9.50@11.50	10.50@12.00
BULLS:				
Good .....	.....	.....	.....	.....
Medium .....	.....	.....	.....	.....
Common	8.25@ 9.00	.....	8.50@ 9.00	.....
Fresh Veal—				
Choice	17.50@18.00	.....	19.00@21.00	19.00@20.00
Good	15.00@17.00	.....	17.00@19.00	16.00@18.00
Medium	13.00@15.00	12.00@13.00	14.00@17.00	15.00@16.00
Common	9.00@12.00	10.00@12.00	12.00@14.00	12.00@14.00
Fresh Lamb and Mutton—				
LAMB:				
Spring	27.00@28.00	27.00@28.00	25.00@28.00	27.00@28.00
Choice	25.00@27.00	24.00@26.00	24.00@26.00	25.00@27.00
Good	21.00@24.00	20.00@23.00	22.00@24.00	23.00@25.00
Medium	15.00@20.00	.....	18.00@22.00	18.00@22.00
Common .....	.....	.....	.....	.....
YEARLINGS:				
Good	22.00@24.00	.....	23.00@24.00	23.00@24.00
Medium	20.00@22.00	.....	21.00@23.00	21.00@23.00
Common	15.00@18.00	.....	18.00@21.00	17.00@20.00
MUTTON:				
Good	13.00@14.00	.....	16.00@18.00	17.00@19.00
Medium	11.00@13.00	.....	14.00@16.00	14.00@16.00
Common	8.00@10.00	.....	12.00@14.00	12.00@14.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	15.00@17.00	14.50@15.50	15.00@18.00	16.00@18.00
10-12 lb. average	14.00@15.00	14.50@15.00	14.00@17.00	14.50@16.00
12-14 lb. average	12.00@13.00	13.00@14.00	13.00@15.00	14.00@15.00
14-16 lb. average	11.50@12.00	12.50@13.00	12.00@13.00	13.00@14.00
16 lbs. over	10.50@11.00	.....	11.00@12.00	12.00@13.00
SHOULDERS:				
Skinned	9.00@10.00	.....	9.00@11.00	10.00@11.00
PICNICS:				
4-6 lb. average	9.50@10.00	10.00@10.50	9.00@10.00	.....
6-8 lb. average	9.00@ 9.50	9.50@10.00	8.00@ 9.50	9.00@10.00
BUTTS:				
Boston style	12.50@14.00	.....	12.00@14.50	13.00@15.00

*Veal prices include "hide on" at Chicago and New York.

LOCAL AND PERSONAL.

George Buck, Sr., has sold his half interest in the Puritan Meat Market, Kenton, Ohio, to Carl Resch.

H. E. Faerber has sold his meat market in Colton, Wash., to C. E. Noble.

The Papworth Meat and Grocery Company in Afton, Wyo., has been sold to G. W. Yeaman and Thomas Ritson.

A new meat market has been opened in Danville, Ky., in W. D. Martin's grocery, by G. F. Carpenter.

A. A. Jones and A. J. Conk have opened a new meat market in Longview, Wash.

H. P. Addington's meat market in Central City, Ky., was recently damaged by fire.

Frank Furrer has opened a new meat market in connection with the Piggly Wiggly store in Marced, Calif.

A new meat market has been opened in Fremont, Nebr., by A. R. Marsh.

The United Market Company has opened a new meat market in Piqua, O.

A new meat market has been opened in University Place, Nebr., by C. R. Daily.

The meat market of Buehler Brothers, located at 193 E. Main street, Columbus, Ohio, has been redecorated and remodeled.

Greenberger and Garfinkle have opened a new meat market in Masury, Pa.

After being re-equipped and redecorated, the W. W. Wahl meat market in Sterling, Ill., was recently reopened for business.

Hirsch Brothers have opened an uptown branch meat market at 2237 Third Ave., New York City.

John B. DeLatorre has sold his interest in the Sanitary Meat Market in Deer Lodge, Mont., to T. J. Lojeunesse.

A new meat market, known as the Sanitary Cash Market has been opened in Montevideo, Minn., by A. C. Frazee and L. O. Peterson.

Herman Warmbier has sold his City Meat Market in Algona, Ia., to Charles Wolfe and H. R. Larimar.

The meat market at Carpenter, Ia., has been sold to F. W. Schmidt & Son.

A new meat market has been opened in Two Rivers, Wis., by W. J. Walesh.

W. H. Holton has opened a new meat market in Staples, Minn.

A new meat market has been opened in Granada, Minn., by S. A. Handy.

August Wey has sold his meat market in Peru, Nebr., to T. C. Collins.

R. H. Gore has added another meat market to his chain by purchasing the Flint-ridge meat market in Montrose, Calif.

A new meat market has been opened in Myrtle Point, Ore., by Stephen Dey.

Len Moore has sold his Thirteenth Avenue Meat Market in Eugene, Ore., to Earl Gates and C. E. Smith.

John L. Deatsch and Frank Lancaster, who for the past 15 years were partners in the California Independent Meat Markets, recently dissolved the partnership.

A new meat market has been opened in Cannon Beach, Ore., by Lehr and Bates.

Leslie Hall plans to open a meat market in Bellevue, W. Va.

Joe Duke has sold the Duke Meat Market in Tarentum, Pa., to M. Bowmann.

The meat market of Frank Valente in Hazleton, Pa., has been remodeled.

The Mona & Macklin Meat Market in Rialto, Calif., has been sold to H. N. Fullinwider.

The Valley Meat Market in Bucksport, California, has been sold to Fritz and Helorie Baumgartner.

A. E. Armstrong and F. F. Arnett have dissolved their partnership in Sebastopol, Calif., under the name of the Sanitary Meat Market.

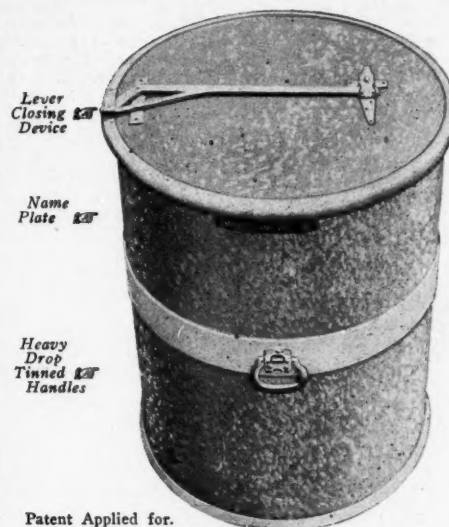
A new meat market has been opened in San Pedro, Calif., by G. W. and D. S. Clark.

M. E. Nicholas has sold his meat market in Lancaster, Pa., to William E. Hoenninger.

F. A. Stewart has sold his interest in the Valley Market in Boise, Idaho, to C. J. Killoran.

What you've been waiting for!

Refillable, Returnable, Galvanized Steel Container



Can roll without injury. Lard won't leak out.

Two sizes
30 and 50 gal.

\$6.50 and \$8.25

F. O. B. Dubuque

Will ship on request
subject to inspection
and prepay freight.

**Dubuque
Steel
Products
Company**

Dubuque, Ia.

Write for Circular.

YORK Self-Contained Refrigerating Machines

are ideal for the Meat Market. They save money and furnish an independent source of satisfactory Refrigeration.

The complete machine is mounted on a rigid cast-iron base—easy to install. easy to operate, efficient, economical, and can be driven by any available power.

You may have always thought your Market was not large enough to justify the installation of Mechanical Refrigeration, but this is just the little machine you have been looking for. It is worth your investigation.

Write for Bulletin No. 70.

YORK MANUFACTURING CO.

Ice Making and Refrigerating Machinery Exclusively.

YORK,

PENNA.



Quinn Glover has sold his meat and grocery in Malvern, Ark., to G. C. Giles and H. O. Giles.

H. T. Hancock has sold his Alex Meat Market in Alex, Okla., to A. A. Hale.

Fred Blake has bought a meat market in Cheyenne Wells, Colo., to Emil H. Borst.

O. B. Reed has opened his second meat market in Kansas City, Kans., at 743 Minnesota avenue.

Simon Simon has sold his meat market in Kearney, Nebr., to Jess Moore.

D. R. Trotter has bought a meat market at 317 Massachusetts avenue, Indianapolis, Indiana.

A new meat market has been opened at 2815 Clifton street, Indianapolis, Ind., by Abraham Bernstein.

B. C. Milburn is erecting a building at 1651 E. Minnesota street, Indianapolis, Ind., where he will conduct a meat market and grocery.

J. A. Manhalter has purchased the meat market of L. Wright & Sons in Petersburg, Nebraska.

John A. Peters has sold his meat market to Loyal Einfelt in Millard, Nebraska.

George McCoy has purchased the City Market in Auburn, Neb., from Hawkins & Dickey.

DETROIT BUTCHERS' PICNIC.

The United Master Butchers' Association of Detroit, Mich., is planning a picnic to be held July 30. Retail meat markets all over the city will close, and a large crowd is expected at Put-in Bay. Many unique stunts and games are promised, and the whole affair looks like a good time.

Jos. Himmelsbach, M. E. Otto S. Schlich, G. E.

Himmelsbach & Schlich

ENGINEERS AND ARCHITECTS

Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating

Plants, Lard and Fat Rendering Plants, Oil Refineries.

136 Liberty Street NEW YORK

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	@10.50
Cows, canners and cutters	\$ 1.75@ 3.50
Bulls, bologna	\$ 4.75@ 5.50

LIVE CALVES.

Calves, real prime, per 100 lbs.	@13.00
Calves, real common to medium	@12.13
Calves, veal, culls, per 100 lbs.	\$ 8.00@ 9.00

LIVE SHEEP AND LAMBS.

Lambs, spring prime, 100 lbs.	@15.25
Lambs, spring, com. to good per 100 lbs.	\$12.50@14.50
Sheep, yearlings, 100 lbs.	.....

LIVE HOGS.

Hogs, heavy	7.90@8.00
Hogs, medium	@8.25
Hogs, 140 lbs.	@8.25
Pigs, under 70 lbs.	@7.25
Broughs	6.25@6.50

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	17½@18
Choice, native, light	17½@19
Native, common to fair	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	15½@16½
Native choice, yearlings 400@600 lbs.	18 @18½
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	13 @14
Good to choice heifers	17 @17½
Good to choice cows	14 @14
Common to fair cows	11½@12½
Fresh bologna bulls	@ 9½

BEEF CUTS.

	Western.	City.
No. 1 ribs	@20 23 @25	
No. 2 ribs	@15 20 @22	
No. 3 ribs	@11 18 @19	
No. 1 loins	@27 34 @36	
No. 2 loins	@20 30 @32	
No. 3 loins	@14 27 @29	
No. 1 hinds and ribs	@28 22 @25	
No. 2 hinds and ribs	@25 20½@21½	
No. 3 hinds and ribs	@19 20 19 @20	
No. 1 rounds	@16 @17	
No. 2 rounds	@13 15 @16	
No. 3 rounds	@11 @14	
No. 1 chucks	@12 11 @12	
No. 2 chucks	@ 9 9½@10½	
No. 3 chucks	@ 7 8 @ 9	
Bolognas	@ 6 10 @11	
Bolls, reg., 6@8 lbs. avg.	22 @23	
Bolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	20 @20	
Tenderloins, 5@6 lbs. avg.	20 @20	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	21 @22
Choice	20 @21
Good	17 @19
Medium	15 @17
Common	12 @14

DRESSED HOGS.

Hogs, heavy	@11½
Hogs, 180 lbs.	@11½
Hogs, 160 lbs.	@11½
Hogs, 140 lbs.	@11½
Pigs, 80 lbs.	@11½

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	29 @30
Lambs, poor grade	25 @28
Sheep, choice	19 @20
Sheep, medium to good	16 @17
Sheep, culls	10 @11

SMOKED MEATS.

Hams, 8@10 lbs. avg.	18 @18½
Hams, 10@12 lbs. avg.	18 @18½
Hams, 12@14 lbs. avg.	18 @18½
Picnics, 4@6 lbs. avg.	11½@12
Picnics, 6@8 lbs. avg.	11½@12
Rolettes, 6@8 lbs. avg.	13 @14
Beef tongue, light	30 @34
Beef tongue, heavy	35 @40
Bacon, boneless, Western	17 @18
Bacon, boneless, city	15 @16
Pickled bellies, 10@12 lbs. avg.	18 @14

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.	18 @19
Fresh pork tenderloins	52 @55
Frozen pork loins, 10-12 lbs. avg.	16 @17
Frozen pork tenderloins	40 @45
Shoulders, city, 10@12 lbs. avg.	13 @13
Shoulders, Western, 10@12 lbs. avg.	11 @12
Butts, boneless, Western	17 @18
Butts, regular Western	14 @15
Fresh hams, city, 8@10 lbs. avg.	18 @19
Fresh hams, Western, 10@12 lbs. avg.	17 @18
Fresh picnic hams, Western, 6@8 lbs. avg.	11 @12
Extra lean pork, trimmings	13 @14
Regular pork trimmings, 50% lean	8 @ 9
Fresh spare ribs	8 @ 9
Raw leaf lard	14 @15

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	80.00@100.00
Black hoofs, per ton	40.00@ 50.00
Striped hoofs, per ton	40.00@ 50.00
White hoofs, per ton	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	@140.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	@30c	a pound
Fresh steer tongues, L. O. trim'd	@38c	a pound
Calves, heads, scalded	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@65c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@16c	a pound
Oxtails	@12c	each
Hearts, beef	@ 7c	a pound
Beef hanging tenders	@14c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Shop fat	@ 2
Breast fat	@ 3½
Edible suet	@ 5
Cond. suet	@ 4
Bones	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white	17 20	14½ 14
Pepper, Sing., black	11½ 10	14 14
Pepper, red	10 14	14 14
Allspice	6½ 7½	9½ 10½
Cinnamon	10½ 30	14½ 35
Coriander	7½ 23	10½ 26
Cloves	30 68	35 73
Ginger	23	26
Mace	68	73

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	Bags per lb.
Double refined saltpetre, granulated	6¼c	6¼c	6¼c
Double refined saltpetre, small crystals	7¼c	7¼c	7¼c
Double refined nitrate soda, granulated	4¼c	4¼c	4¼c
Double refined nitrate soda, crystals	5¼c	5¼c	5¼c
In 25 barrel lots:			
Double refined saltpetre, granulated	6¼c	6c	
Double refined saltpetre, small crystals	7¼c	7c	
Double refined nitrate soda, granulated	4¼c	4¼c	
Double refined nitrate soda, crystals	5¼c	5c	
Carload lots:			
Double refined nitrate of soda, granulated	4¼c	4¼c	
Double refined nitrate of soda, crystals	5c	4¼c	

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 no.
Prime No. 1 veals	20	2.40	2.65	2.90	3.75
Prime No. 2 veals	18	2.20	2.40	2.65	3.50
Buttermilk No. 1	17	2.05	2.30	2.55	...
Buttermilk No. 2	15	1.85	2.05	2.30	...
Branded, scrubby	12	1.45	1.65	1.90	2.30
No. 3					At value

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry picked—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	20½@30
Western, 48 to 54 lbs. to dozen, lb.	27 @28
Western, 43 to 47 lbs. to dozen, lb.	26 @27
Western, 36 to 42 lbs. to dozen, lb.	24 @25
Western, 30 to 35 lbs. to dozen, lb.	23 @24
Fowls—Frozen—dry picked, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen lb.	29 @30
Western, 48 to 54 lbs. to dozen, lb.	27 @28

Western, 43 to 47 lbs. to dozen, lb.	20 @27
Western, 36 to 42 lbs. to dozen, lb.	24 @25
Western, 30 to 35 lbs. to dozen, lb.	23 @23

Fowls—fowl—dry picked, milk fed—barrels:

Western, dry picked, 5 lbs. and over, lb.	@27
Western, dry picked, 4½ lbs. each	@26
Western, dry picked, 3½ lbs. each, lb.	@23
Old Cocks—dry picked—boxes	
Western, dry picked, 4½ to 5½ lbs., boxes	18 @19
Western, scalded, bbls.	16 @17

Ducks—

Long Island, No. 1, per lb.	@22
Squabs—	
White, 12 lbs. to dozen, per dozen	7.00@8.00
White, 10 lbs. to dozen, per dozen	5.50@6.00
Culls, per doz.	1.00@ 2.00

LIVE POULTRY.

Broilers, via express	42 @45
Old roosters, via freight	.....
Ducks, via express	19 @20
Turkeys, via express	25 @30
Geese, via freight	.....
Pigeons, per pair, via freight or express	@35
Guineas, per pair, via freight or express	@7

BUTTER.

Creamery, extra (92 score)	@40½
Creamery, firsts (90 to 91 score)	39½@40½
Creamery, seconds	36 @37½
Creamery, lower grades	34½@35½

EGGS.

Fresh gathered, extra, per doz.	30 @32
Fresh gathered, extra first	28 @29½
Fresh gathered, firsts	26½@28
Fresh gathered, checks, fair to choice dry	22 @24

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	2.50@2.60
Ammonium sulphate, double bags, per 100 lbs., f. a. s. New York	@2.65
Blood, dried, 15-16% per unit	@3.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f. o. b. fish factory	3.50 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	nominal
Fish scrap, acidulated, 6% ammonia, 3% A. P. M., f. o. b. fish factory	2.75 and 50c
Soda Nitrate, in bags, 100 lbs., spot	@2.44
Soda Nitrate, in bags, July-Aug.	@2.45
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.00 and 10c
Tankage, unground, 9-10% ammonia	2.50 and 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags per ton	@26.00
Bone meal, raw, 4½ and 50 bags per ton	@30.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%	@ 7.50

Potash.

Kalnit, 12.4% bulk, per ton	@ 7.25
Manure salt, 20% bulk, per ton	@10.25
Muriate in bags, basis 80% per ton	@35.00
Sulphate, in bags, basis 90%, per ton	@44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending July 10, 1924.

	July	4	5	7	8	9	10
Chicago	Holiday	Holiday	39½	39½	39	39	39
New York	Holiday	Holiday	42	41½	41	40½	40½
Boston	Holiday	Holiday	42	42	41½	41	41
Phila.	Holiday	Holiday	42	42	41½	41½	41½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

Holiday Holiday 39½ 39½ 39½ 39

Receipts of butter by cities (tubs).

	This week.	Last week.	Last year.	—Since Jan. 1—1924.
Chicago	87,114	Holiday	74,703	1,907,818
New York	106,832	Holiday	81,800	1,810,169
Boston	43,547	Holiday	34,771	750,322
Philadelphia	28,088	Holiday	18,790	572,642
Total	265,581	Holiday	210,154	5,100,951

Cold storage movement (lbs.).

	Into storage.	Out of storage.	On hand July 12, 1924.	Cor. day of last year.
Chicago	403,786	38,203	15,707,605	15,497,009
New York	508,646	118,306	13,831,827	13,839,992
Boston	361,502	29,315	13,628,805	9,122,936
Philadelphia	226,505	20,170	6,486,784	4,927,218
Total	1,501,521	206,994	40,753,021	43,487,815

924.

@27
@25
@23

@27
@26
@23

@19
@17

@22

@8.00
@6.00
@ 2.00

@45
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